Board of Trade Journal

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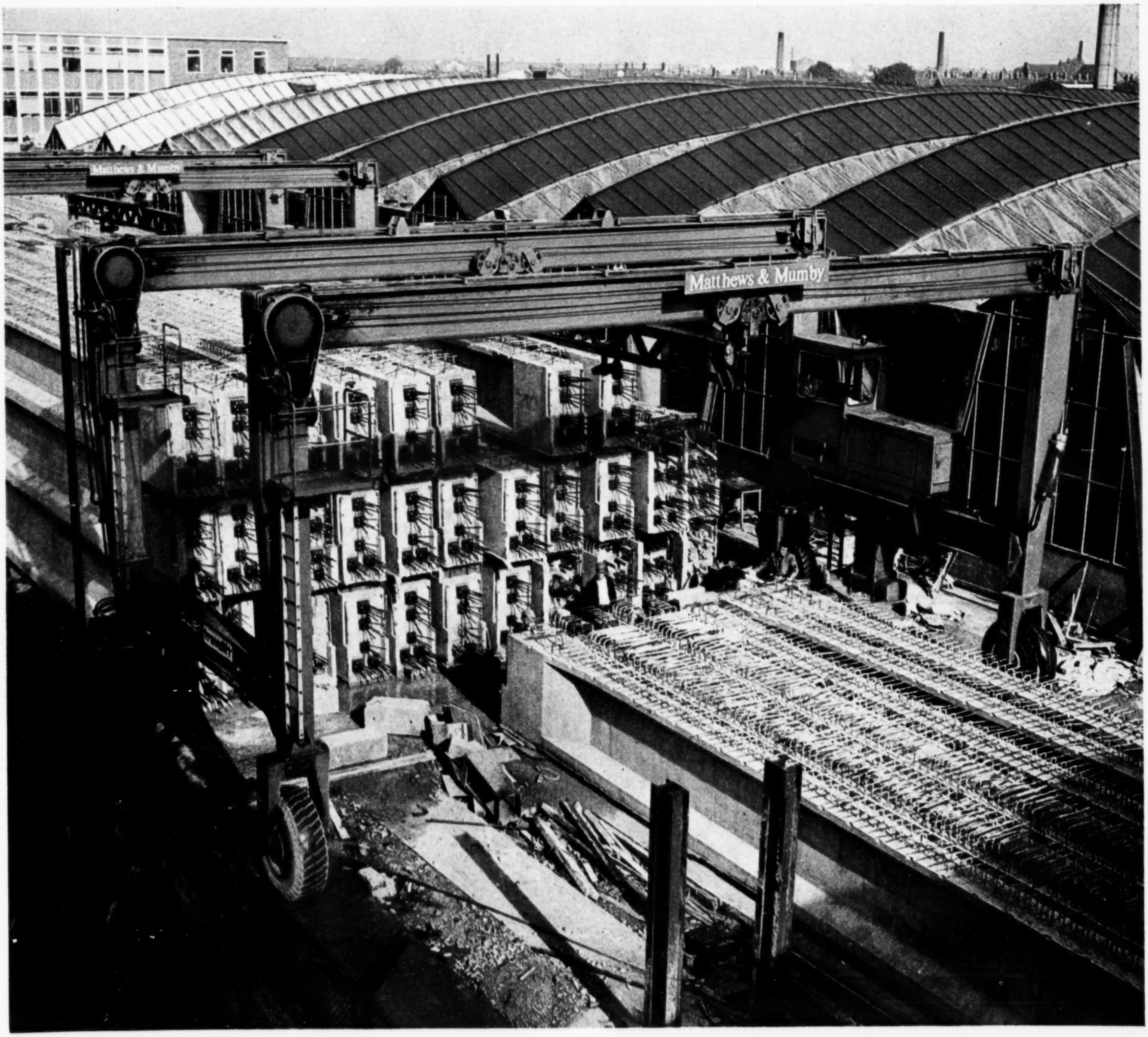
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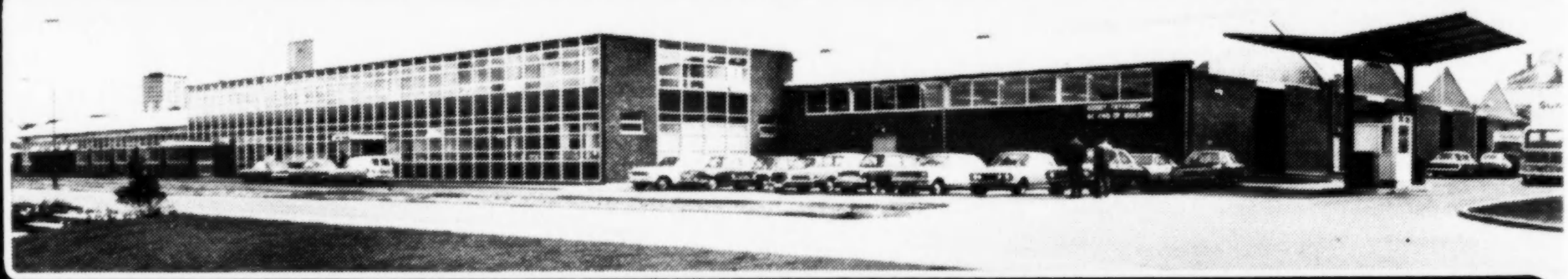

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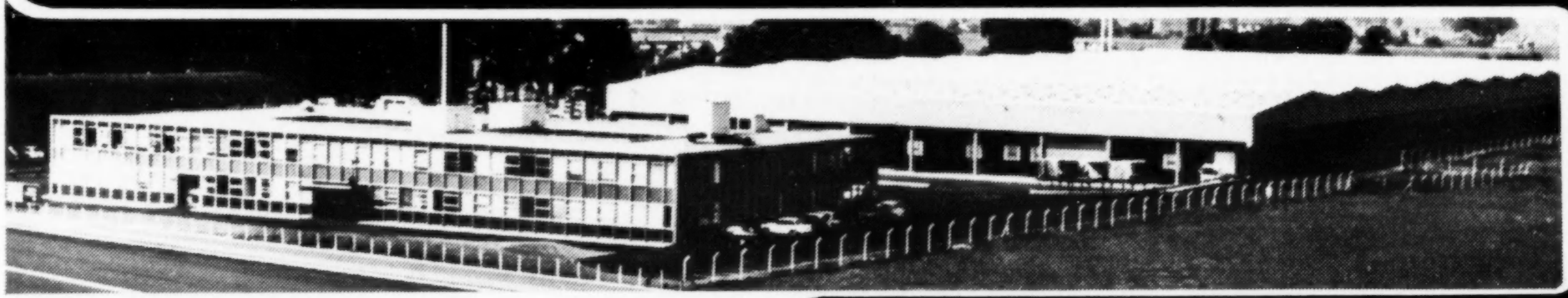

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Front cover photograph

The Owen Travelift, the versatile mobile Gantry crane from Rubery Owen, of Wednesbury, Staffs, is shown in a unique application working in tandem to handle pre-stressed, pre-cast concrete beams of up to 62 tons in weight. Several Travelifts are in service in British docks, notably Southampton and Felixstowe, and also Dublin, Eire. Travelifts are also at work at sites in Europe, particularly Munich. In the near future two Travelifts are being shipped out to South America at Ports of Santos and Rio de Janeiro. In the Middle East an interesting application of a Travelift, to handle hovercraft, which is being delivered early in 1971 to Iran.

LATE ANNOUNCEMENTS

UK official reserves during September

HM TREASURY announced that the UK official reserves fell by £36 million during September to stand at £1,111 million.

Government's proposals for Industrial Relations Act

THE GOVERNMENT'S proposals for a comprehensive Industrial Relations Act were outlined in a consultative document issued by the Department of Employment and Productivity as the *journal* went to press on October 5.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air mist reports (A)'	1 April 1970
Mileage and traffic (A)	29 April 1970
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Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
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Bankruptcy orders (Q)	29 July 1970
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Board of Trade Regional Organizations	23 Sept. 1970
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	5 Aug. 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD localoffices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official Receivers offices	20 May 1970
Programme of trade promotions	1 July 1970

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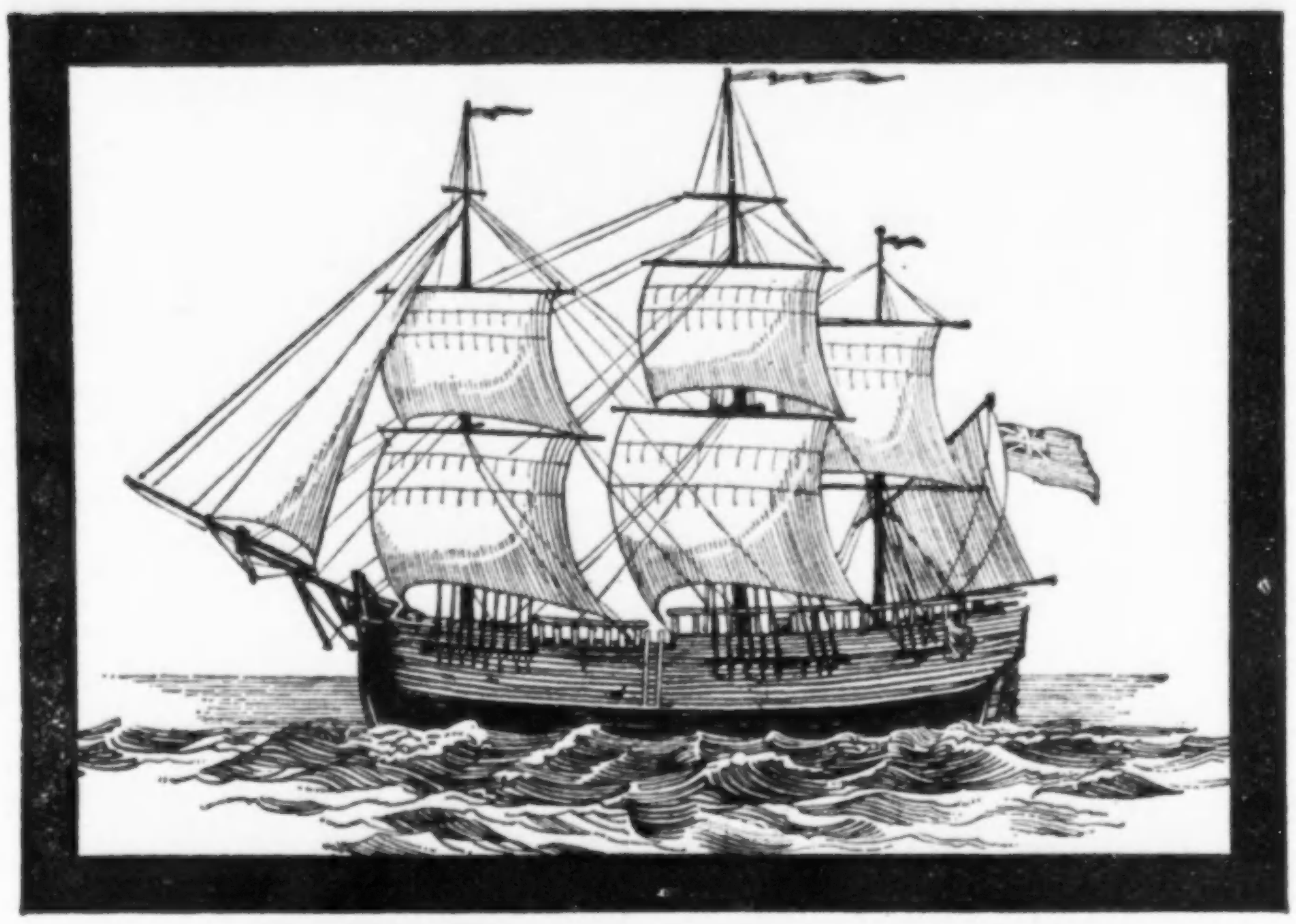

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The US Congress considers protectionist trade legislation

Many British businessmen were concerned about the implications of the trade legislation which recently emerged from the Ways and Means Committee of the House of Representatives in the United States.

They want to know how it could – or would – affect their business in particular and British trade in general, if it became law.

The Bill is highly complex and the Congressional situation is uncertain. This article decribes the situation as the *Board of Trade Journal* goes to press.

THE TRADE BILL now before the Congress may not pass through its further stages until after the United States Congressional elections on November 3. The main provisions of the Bill were summarized on page 519 of the *Board of Trade Journal* for September 2.

The Bill was approved in August by a majority of the members of the Ways and Means Committee. The committee's chairman is Mr. Wilbur Mills, a Democratic Representative from Arkansas. The Bill now awaits debate on the floor of the House of Representatives, but the House has agreed to defer consideration of the Bill until it returns for a short sitting after adjourning for the mid-term elections, which take place on November 3. The Senate will also rise for the election, and resume thereafter. It is possible that the Senate may debate the Trade Bill before the House does so. The Senate's procedures would permit the Trade Bill to be added on to certain other Bills which have already passed through the House. It is probable that whatever path the Bill takes it will be referred to a joint conference of the House and the Senate. Such a conference would put the final touch on the Bill in the form in which it is to be submitted to President Nixon for signature. The United States Secretary for Commerce, Mr. Maurice Stans has said that if the Bill which the Ways and Means Committee has approved goes through Congress he will recommend that the President should sign it.

The present Congress completes its term at the end of this year. Any Bills which have not by then been completed lapse. This means that if the Bill is not passed this year, its supporters would have to re-introduce it or a similar Bill in the new Congress next year.

The thrust of the Bill

The thrust of the Bill is shown by a key sentence in the report which the Ways and Means Committee published along with the Bill. In giving its reasons the committee says:

> 'The rate of increase in imports in some product areas, if allowed to continue, would call for economic adjustments in the domestic economy which would be as undesirable as they are unacceptable.'

Dissent

Seven members of the 24-man committee dissented from the Bill. In their minority report they say:

> 'This is a bad Bill. It should be defeated. We feel that this Bill is restrictive, ill-timed and provincial. It will provide artificial market controls and increase prices. It is inflationary. It decidedly reflects a lack of confidence in the basic worth of our own competitive system. It would be a backward step for America and for the whole world.'

The rest of this article examines in detail the main provisions of the Bill which affect United States imports.

Textile and footwear quotas

The Bill proposes that the total quantities of imports of certain textiles and non-rubber footwear should be limited by category and by country for a period of five years commencing in 1971 to the average annual quantities imported during 1967 1969. After 1971 the total quantity of imports of each category of textile or footwear articles would be limited to the quantity determined for each foreign country for the preceding year – plus an increase determined by the President. The increase may not be greater than 5 per cent and it would be the same for all countries. A note about the textile articles to which this part of the Bill would apply is below.

Exemptions from the quotas

The Bill provides for imports to be exempted from quota limitations under certain circumstances. The President may exempt imports of articles which he determines are not disrupting the United States market. He may also exempt imports when he determines that restrictions would be contrary to the national interest. In addition, the Bill would exempt from quotas imports under any agreements negotiated between the United States and other countries to control imports of textiles and footwear.

In its report on the Bill which it approved and submitted to the House of Representatives the Ways and Means Committee referred to the testimony which it had received from industry and from Government witnesses about the damage which 'excessive imports' of textiles were causing to American firms and workers and the disruption that these imports had already caused in the domestic market. In their evidence Government witnesses had described the efforts of the United States Government to reach agreement with the exporting countries and particularly with Japan. When the negotiations with Japan broke down in July the Administration informed the committee that it would reluctantly accept the mandatory quotas on imports of textiles which the committee was at that time discussing.

Footwear

Government witnesses who appeared before the committee advised against the adoption of mandatory quotas for imports of footwear and suggested that the problems of the United States footwear industry did not arise solely from the flow of imports. The committee found, however, that other witnesses gave ample evidence of the damage done to the United States footwear industry.

Tariff and other forms of protection and adjustment assistance

The Bill proposes to make it easier to establish that imports are causing injury to the United States and thus to make it easier *both* for United States industries to obtain protection by means of increases in the United States tariff or other restrictions, including quotas, *and* for firms and groups of workers to obtain relief in the form of adjustment assistance. Under present legislation the United States Tariff Commission, in considering applications for tariff increases, or eligibility for adjustment assistance, is required to investigate (a) whether an increase in imports into the United States is directly related to concessions granted under trade agreements and (b) whether the increased imports have been the major factor in causing or threatening to cause serious injury to the domestic industry, firms or group of workers concerned. The new Bill proposes to eliminate the connection between an increase in imports and a concession given under a trade agreement. The Tariff Commission would then be able to consider cases in which the increase in imports has nothing to do with a trade agreement. Secondly, the new Bill proposes to replace the requirement that imports have been the 'major factor' in causing or threatening injury by a new criterion. This lays down that the increased imports 'contribute substantially (whether or not such increased imports are the major factor or the primary factor)' towards causing or threatening to cause serious injury to the domestic industry, firm, or group of workers producing like or directly competitive articles.

By relaxing criteria set by the existing legislation to define the cases where United States industries, firms or workers may qualify for import protection or other relief, the new Bill both widens the scope for future applications and makes it easier for those concerned to represent that the remedy to the injury caused by imports should be additional tariff or other protection or adjustment assistance.

Tariff or other protection

The Bill also proposes that the Tariff Commission shall be required to consider making an additional finding in regard to injury. The Bill says that if a majority of the Tariff Commission finds that increased imports are contributing substantially towards causing or threatening serious injury to a domestic industry ('affirmative injury determination') then the Tariff Commission shall go on to consider whether certain conditions exist which would constitute an additional affirmative determination'.

A requirement for such additional determination is that the imported article is offered for sale at prices which are substantially below those prevailing for like or directly competitive United States products and constitute an increasing proportion of apparent domestic consumption, and that the unit labour costs of producing the imported article are substantially below those for the United States products. If this requirement is met together with one of the two conditions set out at 'A' and 'B' below, an 'additional affirmative determination' is made. These conditions are:

Either: 'A'. Imports of the article constituted more than 15 per cent of apparent United States consumption of the article in the first calendar year preceding the year the investigation was instituted; and the ratio of imports of the article to consumption had increased absolutely by at least 3 percentage points over the corresponding ratio for the second year preceding the investigation; and by at least 5 percentage points over the corresponding ratio for the third year preceding the investigation.

Or: 'B'. As a result of increased imports, United States production of the products is declining or is likely to decline so as to affect substantially the ability of United States producers to continue production at a level of reasonable profit, and jobs, man-hours worked, or wages paid United States workers producing the products are declining substantially or are likely to do so.

It will be seen from this that under the new Bill the Tariff Commission can make two different kinds of finding in regard to injury. The first is a finding of injury without the 'additional determination'. The Bill proposes that in these cases the President should have discretion to impose such import restrictions as he determines to be necessary. If he decides not to increase the tariff or impose import restrictions he is required to provide that firms and workers in the industry may request certification of eligibility to apply for adjustment assistance. The second kind of injury finding is one which incorporates an 'additional determination'. In making it the Tariff Commission would also state what remedy is required. Under the Bill the President is directed to implement the remedy which the Commission finds necessary. As compared with existing legislation this represents a narrowing of the discretion which the President enjoys in the action which he takes upon Tariff Commission reports.

Effects of the new criteria

There has been no official information about which United States industries might find that the new criteria will give them the prospect of additional tariff protection or other relief not now available to them. Clearly, however, the scope for an 'affirmative injury determination' will be considerably widened. As to the second kind of injury finding, an unofficial list of 120 products of which imports account for at least 15 per cent of United States consumption and have been rising in the proportions described in the Bill was published in the *National Journal* magazine for August.† Percentage measurement of import penetration is, of course, only one means of qualifying for the 'additional affirmative determination'. Other products may well be eligible under the alternative criterion which relies on declining production, profits and jobs. Moreover, any analysis of the effect of the new criteria suffers from the lack of comparability between trade figures and available details relating to production as well as the way a product is defined. Many articles may individually meet the criteria but are not readily identifiable because they fall within broader statistical descriptions which do not qualify. All this makes it impossible to forecast which United States industries are likely to apply for increased protection under the provision of the Bill if it is passed unchanged into law.

Adjustment assistance

Under existing law adjustment assistance in the form of technical, financial or tax assistance for firms and retraining and payments of trade re-adjustment and relocation allowances to workers may be given to those injured by increased imports. The Bill makes this help more readily available by ending the causal relation between increased imports and trade concessions and by lessening the degree of injury which has to exist.

American selling price

In the Kennedy Round of tariff negotiations the United States Government agreed, subject to Congressional authority, to abolish the American Selling Price (ASP) system of customs valuation of benzenoid chemicals and certain other products in return for concessions by other countries. The Administration subsequently sought Congressional authority to abolish ASP. The draft Bill authorizes the President to abolish ASP for most items if he determines that the concessions which the United States will obtain in return fully compensate for the concession which the United States grants. The Bill does not, however, authorize the President to abolish ASP on rubber-soled footwear, which is not covered by the Kennedy Round Agreements. In its report on this part of the Bill the Committee says 'it is the clear intention of the committee that the President may proclaim the 1967 Agreements on chemicals, canned clams and wool-knit gloves if he determines that they fully compensate for concessions to be granted thereunder by the United States.' A Presidential proclamation to fulfil the 1967 Agreements may, however, be overridden by a negative Congressional resolution.

Anti-dumping

The Bill provides that the Secretary of the Treasury must decide, within four months after a question of dumping has been presented to him, whether he should order the withholding of customs appraisement of the goods concerned. The significance of the withholding of appraisement is that if there is later a finding of dumping, the assessment of dumping duties is effective from the date of the withholding of appraisement. The Ways and Means Committee was told in evidence that under the present procedures dumping investigations can be long drawn out and the United States industry concerned may be irreparably damaged before dumping is halted. The proposed period of four months between the receipt of a complaint and the publication of a notice of withholding is intended to shorten the procedures. In its report the committee acknowledged that the imposition of deadlines for furnishing information and rebutting information, whether by

American producers, foreign manufacturers or American importers might cause hardship but it decided that the proposed new time limits should be adhered to strictly.

The proposed procedures, if adopted, will place a heavy burden upon the United States Customs. The customs section concerned with anti-dumping investigations will therefore require to be considerably strengthened.

Tariff quotas on mink furskins and glycine

The Bill proposes that a tariff-rate quota system should be imposed on glycine and on furskins of mink. Imports of these items would continue to be dutiable at existing rates of duty until the annual quota was filled, when the mfn rate would be increased to 25 per cent *ad valorem* for furskins and an additional duty of 25 cents per lb. will be imposed on glycine. The Bill would also freeze the rate of duty on glycine and dressed mink furskins and on certain wearing apparel of mink and these items would not then be subject to further tariff reductions under the Kennedy Round trade agreement.

Tariff cutting power

The Trade Bill authorizes the President to proclaim such modifications of import restrictions as are required or appropriate to carry out new Trade Agreements. Under the Bill he is authorized to reduce by 20 per cent, or by 2 percentage points, the rates of duty which will exist when the final stage of the Kennedy Round reductions is made effective on January 1, 1972. The Ways and Means Committee reports that it understands that this new authority will be used primarily to offer new tariff concessions to compensate other countries when the President is required to impose increased import restrictions on an article covered by concessions granted by the United States in Trade Agreements. It says that the tariff cuttings power in the Bill would not be used for any new major tariff negotiations.

Non-tariff barriers

Towards the end of last year the United States Administration told Congress of its wish to negotiate to secure the reciprocal reduction of non-tariff barriers and asked for a clear statement of Congressional intent which would strengthen its negotiating position. In its report the Ways and Means Committee state that because these barriers are often imbedded in domestic laws and practices only indirectly related to foreign trade, it does not consider it appropriate, or feasible, to consider legislation regarding international negotiation until the specific details are clear. It recommended that subject to consultation with Congress and to the subsequent enactment of any necessary legislation, the President should continue to discuss with other countries the means by which non-tariff barriers can be reduced or eliminated.

This is a complex situation. It is recognized that a number of questions may arise out of this article for exporters concerned with the United States market. Inquiries should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Note: 'Textile Articles' in the Trade Bill

The term 'textile articles' covers any article classified in Schedule 3 of the United States tariff if the article is wholly or in part of cotton, wool or other animal hair, human hair, man-made fibres, or any combination or blend thereof, or cordage of hard (leaf) fibres. Schedule 3 of the tariff includes textile fibres, yarns and threads, cordage, woven fabrics, fabrics of special construction or for special purposes, articles of wadding or felt, fish nets, machine clothing, textile furnishings, wearing apparel and accessories and miscellaneous textile products. Specifically excepted from the term 'textile articles' are: raw cotton, cotton wastes and advanced wastes, and cotton processed but not spun; raw wool or hair, wastes and advanced wastes of wool or hair; wastes and advanced wastes of man-made fibre; and scrap cordage and rags. Also excluded from the definition are certain woven fabrics for use only in the manufacture of portions of neckties (other than linings). In addition to items classified under Schedule 3 of the tariff, the term 'textile articles' includes certain headwear and gloves provided for in Schedule 7 of the tariff if wholly or in chief value of cotton, wool or man-made fibres.

All articles subject to the Long Term Cotton Textiles Arrangement are excluded from quota provisions of the Bill so long as the United States is a party thereto. In addition, certain cordage which is subject to restrictions under the United States agreement with the Philippines is exempted while the agreement is in effect.

It is intended that imports of samples which are not for sale or for use other than as samples shall be outside the quota as well as articles imported in very small quantities for personal use.

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† A list of the products which might be affected by the proposed formula which measures the market penetraton of competing imports was published by the *National Journal,* 1730 M Street N.W., Washington D.C. 20036, on August 22, 1970. The *National Journal* reported: 'For the information of the Ways and Means Committee, the Tariff Commission prepared the following confidential list of industries which would be eligible under the formula'. The list is as follows:

Animal and vegetable products.
- Swordfish
- Cod
- Flat, except halibut
- Fish, other
- Sardines
- Oysters, canned
- Scallops
- Other shellfish
- Calf leather
- Goat leather
- Cattle hides
- Miscellaneous furskins
- Gladiolus
- Creeping red fescue
- Cucumbers
- Eggplant
- Squash, summer
- Apricots, dried
- Strawberries
- Fig paste
- Lime juice
- Other filler
- Tung oil
- Wheat gluten

Wood, paper and printed matter
- Wood shingles
- Hardwood dowels
- Container boxes
- Blinds, shutters
- Birch, fin.
- Other, plain
- Other, fin.
- Albums

Textiles, fibre and textile products
- Gingham
- Polyester fabrics
- Pile floor coverings of coir or jute
- Sweaters
- Men's dress shirts
- Men's sports shirts
- Women's, girls' and infants' coats and jackets
- Blouses
- Women's, girls', infants' slacks and shirts

Chemicals and related products
- Certain specified benz. drugs
- Acetylene black
- Calcium carbide
- Sod. siolicoflouride
- Uranium compounds
- Monosod. glutamate
- Caffeine
- Antibiotics
- Other synthetic hormones
- Menthol
- Crude natural drugs of vegetable origin
- Chestnut, etc.
- Red lead and orange mineral
- Calcium nitrate
- Explosives
- Casein mixtures
- Other saccharides
- Radioactive isotopes

Non-metallic minerals and products
- Marble and travertine
- Flourspar
- Mosaic tile
- Earthenware
- Chinaware
- Household glassware

Metal and metal products
- Bauxite
- Columbium and tantalum ore
- Beryllium ore
- Chrome ore
- Ilmenite
- Titanium slag
- Zirconium
- Lead
- Zinc
- Ferronickel
- Ferromanganese
- Ferroalloys
- Transmission tower parts
- Unwrought cobalt
- Mercury
- Barbed wire
- Nails
- Wood screws
- Picks, mattocks, sledges, crowbars
- Stainless steel flatware
- Non-electric bells
- Power transmission chain
- Sewing machines
- Knitting machine needles
- Calculating machines
- Microphones, loud-speakers, amplifiers
- Television sets and TV-radio-phono combos
- Radio receivers
- Tape recorders
- Other electronic products
- Passenger cars

Miscellaneous products
- Non-rubber footwear for men and boys
- Non-rubber footwear for women
- Non-rubber footwear for children
- Knit headwear
- Gloves of rubber or plastics
- Gloves, leather
- Lenses, other optical elements
- Clocks and movements
- Enlargers
- String instruments
- Brass instruments
- Bicycles
- Table tennis equipment
- Baseball gloves
- Tennis balls
- Tennis rackets
- Ice skates
- Combs
- Artists' brushes
- Umbrellas
- Motorcycle tyres
- Clothespins
- Harness, saddles
- Wigs

Mr. Anthony Grant visits the North West

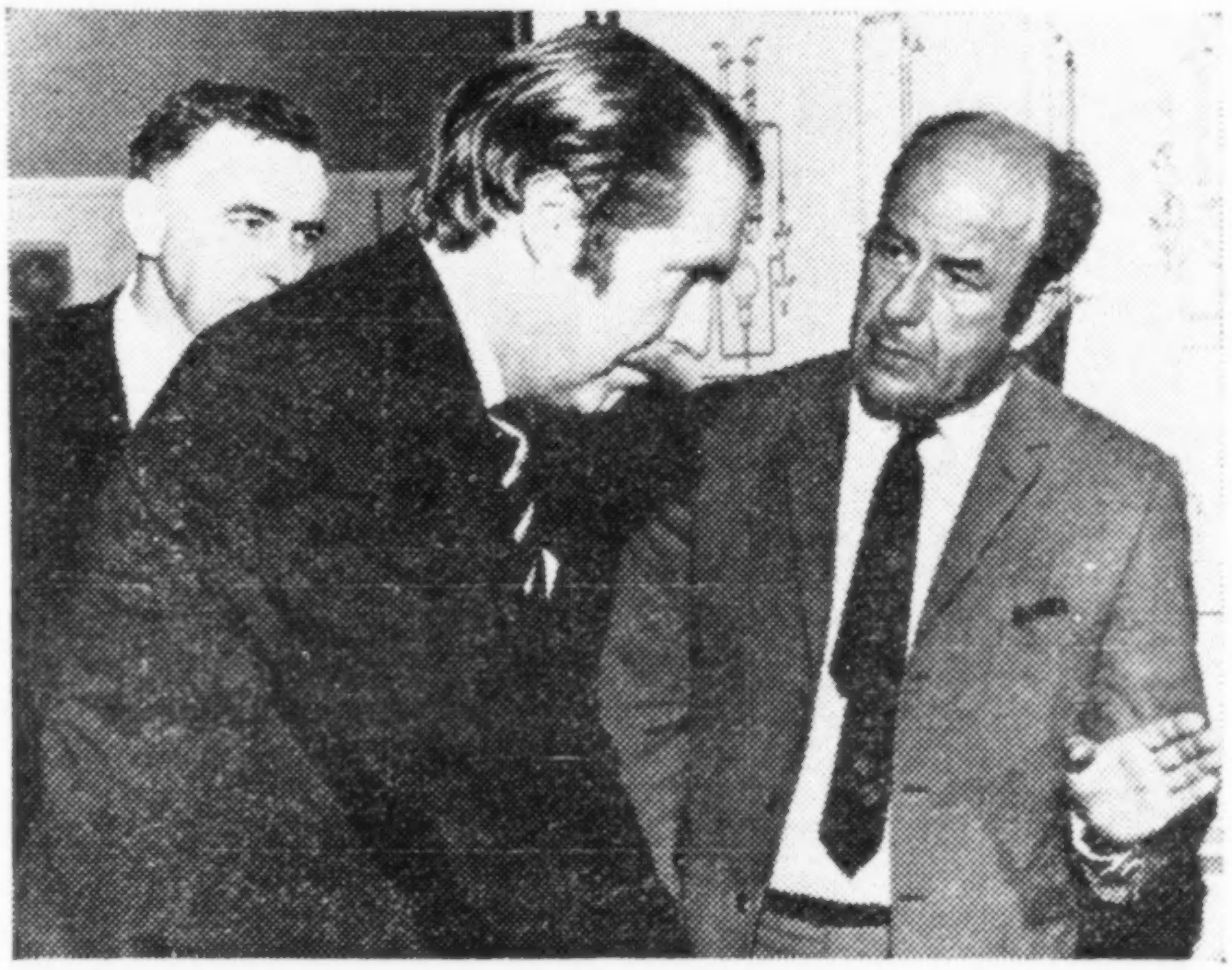
MR. ANTHONY GRANT, Parliamentary Secretary to the Board of Trade, was due to visit Manchester, Rochdale and Liverpool on October 6 and 7.

Mr. Grant is the Minister responsible under the President of the Board of Trade for export promotion matters and this is one of a series of visits which the Minister is making to each Region to meet representatives of industry, trade and commerce. He was to be accompanied by Mr. John Norman, Board of Trade Export Director for the North West Region.

After visiting the Board of Trade Regional Export Office in Manchester, Mr. Grant intended to have informal discussions with several groups of exporters including representatives of the Manchester Chamber of Commerce, on October 6 and representatives of the Merseyside Chamber of Commerce, on October 7.

On October 6 the Minister was visiting Turner Bros Asbestos Co. Ltd., at Rochdale and on October 7, Manesty Machines Ltd., at Speke.

MR. GRANT AT STOKE FACTORY



During his first visit to the North Staffordshire area, Mr. Anthony Grant, Parliamentary Secretary to the Board of Trade visited the Stoke-on-Trent headquarters of James A. Jobling & Co. Ltd., Process Plant Division who manufacture glass plant and pipeline under the QVF trademark. The Minister, who was accompanied by Mr. A. D. Peck Second Secretary to the Board of Trade and Mr. J. F. J. Jardine (left), Regional Export Director for the Midlands, was interested to see a number of factory production processes. He also discussed some overseas trade successes with Mr. P. P. Jaran (right), managing director, Process Plant Division whose organization consistently exports a major portion of its total output, and was presented with the Queen's Award to Industry for export achievements in 1968.

Exemption of certain television sets from hiring control

MONOCHROME TELEVISION receivers manufactured before January 1, 1969 will be exempted from hiring control, subject to certain conditions, under a General Licence issued by the Board of Trade. The conditions are that the sets are let on hire under a written agreement and that they have been hired previously for not less than 42 weeks.

The Board have issued this licence (under the Control of Hiring Order 1969) to help traders who are having difficulty in disposing of monochrome sets returned by customers who have changed to colour sets.

The licence, The Control of Hiring (Television Sets) Licence 1970, came into operation on October 1. Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 5d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 9d.).

Consideration of merger by DEP

MR. ROBERT CARR, Secretary of State for Employment and Productivity, announced today that on the information at present before him it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Proposed acquisition by Imperial Metal Industries Ltd. of Winfields Metals Ltd.

Promise of a successful tourist season

DESPITE A slow start to the Summer season in some parts of Wales, the indications are that 1970 will live up to all expectations and that there will be a substantial increase in tourism revenue for Wales this year. This is the opinion of the Wales Tourist Board whose annual report has just been published.

Coastal resorts and inland towns have been welcoming many thousands of tourists weekly and a significant feature of the season has been the high proportion of overseas visitors touring Wales.

At the Summer's traditional peak in late July and early August, hardly a hotel bedroom in Wales was empty and caravan camping sites and other self-catering accommodation have also been exceptionally busy.

The 15 Wales Tourist Offices opened this year by the North, Mid and South Wales Tourism Councils have been kept fully occupied with personal and telephone inquiries. It is estimated that more than a quarter of a million tourists have already been assisted by the Wales Tourist Offices.

Note: As part of the Wales Tourist Board's campaign to attract more North American visitors to Wales, the chairman, Mr. T. Mervyn Jones, and the public relations manager, Mr. Allan Wynne Jones, took part in promotions in New York and Toronto from September 28-October 2.

They had meetings with more than 100 selected travel agents from Eastern Canada and North Eastern United States at two 'Travel Workshops' organized by the British Tourist Authority.

The agents were given details of all inclusive tours in Wales, as well as information on accommodation, communications and attractions to enable them to make up their own group or individual tour programme.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Finance for exports and shipbuilding

THE BANK OF ENGLAND announced on September 30 that the rate of interest for medium and long-term credit (two years or more) for fixed rate finance for exports and shipbuilding would be increased from 5½ per cent to 7 per cent from October 1, 1970. The texts of the statement and of a background note from HM Treasury, issued at the same time, are given below.

It will be seen from the Treasury note that over 90 per cent of United Kingdom exports are not affected by the new interest rates and that the changes put the United Kingdom about in the middle of the range of world interest rates for medium and long-term export finance, below those of Germany, about the same as the United States, but higher than France, Italy and Japan.

Bank of England statement

The Bank of England announce that, with the approval of the Government, they have reached agreement with the London Clearing Banks and the Scottish Banks on changes in the existing arrangements for fixed rate finance of exports and shipbuilding for United Kingdom owners. Under the existing arrangements the London Clearing Banks and the Scottish Banks have been providing medium and long term credit (i.e., two years or over) at a rate of interest of 5½ per cent for the whole term of the credit where the lending is supported by an unconditional guarantee to the bank by the Export Credits Guarantee Department or, in the case of shipbuilding for United Kingdom owners, by the Ministry of Technology.

As from October 1, 1970 the rate of interest for contracts under new commitments will be 7 per cent. Banking charges have hitherto included a commitment fee of 1 per cent flat; from October 1 the commitment fee on new commitments will be ⅛ per cent flat for each year or part thereof of the loan with a minimum of 1 per cent.

A change has also been agreed in the rate of interest applicable under the Bill and Open Account Schemes, under which the London Clearing Banks, the Scottish Banks and the Northern Ireland Banks have agreed to make shorter term export financing available against a direct ECGD guarantee. The existing rate of interest in bank rate (with a minimum of 4½ per cent) will be increased as from October 1 to bank rate plus ½ per cent (minimum 4½ per cent) and this rate will apply to all new facilities and to all current facilities as they are renewed.

HM Treasury background note

Existing schemes

The existing fixed rate schemes are based on agreements between the Bank of England and the Clearing and Scottish Banks, under which the banks provide finance for the following classes of business:

(a) For exports sold on repayment terms of two years, or longer, where the Export Credits Guarantee Department has given an unconditional guarantee to the financing bank.

(b) For shipbuilding orders for United Kingdom owners placed in United Kingdom yards and guaranteed by the Ministry of Technology under the Shipbuilding Industry Act 1967.

The interest rate on this lending has been 5½ per cent.

Under the schemes for exports sold on repayment periods of up to two years where ECGD has given an unconditional guarantee to the financing bank, the banks have been providing finance at bank rate (with a minimum of 4½ per cent).

Comments on changes

The 5½ per cent fixed rate scheme for export credits was introduced in 1962. The rate of 5½ per cent was approximately ½ per cent above the average bank rate for the previous five years and was considered, on the basis of the banks' past experience, to be a reasonable estimate of an average lending rate appropriate to the whole term of a credit, given the ECGD guarantee. Since then the general level of interest rates in the United Kingdom and abroad has moved up substantially. Rates charged by other countries for export credits have also risen.

The change in the scheme for lending for exports on repayment terms of up to two years follows the decision by the clearing banks in September 1969 to increase their lending rates by ½ per cent. It therefore restores the relationship between the rate for the export lending scheme and overdraft rates to what it was before September 1969.

The fixed rate scheme and the bank rate schemes cover less than 10 per cent of total United Kingdom exports. The great bulk of our exports – over 90 per cent – are not affected by the new interest rates announced today.

Growth of export credit

The following estimates illustrate the growth in the volume of the United Kingdom's export credit:

£ million

Export Credit Extended (Excluding Oil Companies)

Amount outstanding at end – 1969	Changes in Amount Oustanding					
	1964	1965	1966	1967	1968	1969
2,431p	99	121	195	196	365	366p

p Provisional

At mid-December 1969 the total value of fixed rate lending for exports outstanding and owed to the United Kingdom included in the £2,431 million above) was about £685 million compared with £140 million at end-1964. (At mid-December 1969 the outstanding amount of fixed rate lending for orders for home shipbuilding was about £110 million.)

International comparisons

The introduction of the new interest rate for fixed rate lending will put the United Kingdom about in the middle of the range of world interest rates for medium and long-term export finance. The comparable rates in Germany and the United States (which together account for nearly 40 per cent of world trade in manufactures, will normally both be above on medium-term business; on long-term business also Germany's rate will still be higher, while the United States, will be about the same. The rates at present available in France, Italy and Japan, which together account for just over a quarter of world trade in manufactures, are at present lower. These are general comparisons which may not hold good for particular contracts.

Rapid growth in the volume of export credit outstanding has been taking place in other countries. This partly reflects the growth in the volume of world trade, but partly also the pressure of international competition in the terms (e.g. repayment period, size of downpayment) on which the credit is offered. One effect of this competition in credit terms is to postpone the benefit to the reserves of the exporting country derived from a given value of exports. The Export Credits Guarantee Department in its dealings with its counterparts in other countries is continuing its attempts to restrain this tendency. The rapid growth in the volume of export credit is also a matter for multilateral discussion between Governments, in which the United Kingdom has been taking an active part in OECD.

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Imports from China 1971—preliminary notice

THE BOARD OF TRADE (Import Licensing Branch) Notice to Importers, No. 1300 of September 25, states that importers should note that 1971 quota levels will not be less than those set out in Notices to Importers Nos. 1279 and 1280.

There will be no change in procedure. Arrangements for licensing against the cotton, linen and man-made fibres quota and the silk fabrics quota will be as set out in Notice to Importers No. 1280. Requests for reservations against the 1971 quotas for commodities covered by Annex B of Notice to Importers No. 1279 may be made at once, but it should be noted that reservations can be made only against current offers and that licences will be issued only against offers and contract documents dated on or after October 1. Licences will not be valid until January 1, 1971.

Since certain quotas (e.g.) pottery, gloves, have in past years been under considerable pressure, a preliminary examination will be made of all applications (and evidence) received by December 1, and no entitlements can be guaranteed before this date.

Past trade may be taken into account where items are known to be sensitive. Existing licence holders in these categories should not assume that their 1971 allocations will necessarily equal their present allocation, and orders should not be placed with suppliers until importers have confirmed that the necessary licences will be granted.

Imports of bananas from the Dollar Area

TO MEET an expected short fall in supplies of bananas following hurricane damage to plantations in the Windward Isles, supplementary import licences for 5,000 tons of bananas from the Dollar Area are to be issued. These licences will be valid for the period from October 1-December 31, 1970.

The annual quota for imports from the Dollar Area for the period October 1, 1970 to September 30, 1971 remains unchanged at 4,000 tons.

Import Duties (Temporary Exemptions) (No.9) Order 1970: iron and steel

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 9) Order 1970. The Order provides for the temporary exemption from import duty, until November 5, 1970, of certain cold reduced sheets and plates of iron or steel.

The Order comes into operation today (October 7) and has been published as Statutory Instrument 1970 No. 1457. Copies are available from HMSO, 49 High Holborn, London, W.C.1 and branches (price 5d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 9d.).

Anti-dumping application on certain types of sheet and strip of aluminium and alloy

THE BOARD OF TRADE give notice that they are considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969, on imports from Austria, Belgium, Italy, Norway and Sweden of aluminium and aluminium alloy sheet and strip SIB, SIC and NS3 (as per British Standard 1470 of 1969) and closely related specifications.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than October 21, 1970. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Application for reimposition of import duty

THE BOARD OF TRADE Tariff Division have received applications for the reimposition of import duty from January 1, 1971, on the following items which are at present temporarily exempt from duty.

Tariff Heading	Description	Reference
29.06	*O*-Cresol	10852
29.06	3, 5-Xylenol	7963
29.13	Indanetrione hydrate	13079
29.14	Biphenyl-4-carboxylic acid	3806
29.15	Fumaric acid	10811
29.19	Tri-(2, 3-dibromopropyl) phosphate containing not more than 0·02% by weight of 1, 2-dibromo-3-chloropropane, not more than 0·03% by weight of 1, 2, 3-tribromopropane and not more than 0·15% by weight of 2, 3-dibromopropanol	10749
29.22	*NN*-Diethylaniline	6838

Import quota for ghee increased

THE BOARD OF TRADE Import Licensing Branch Notice to importers No. 1301 of October 5, states that on the evidence of the current demand for ghee for sale through the retail trade, the Board of Trade has decided to increase the quota for imports of ghee for the period July 31, 1970 to March 31, 1971, previously announced in NTI 1296, from 350 tons to 700 tons.

This increase will be taken into account in granting import licences in response to the applications now under consideration.

Robert Hough

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The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and amendments to the register

A LIST OF ADDITIONS and amendments made to the alphabetical index to the register between July 1 and September 30, 1970, is given below; the amendments are shown in italics.

'D' anf 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1970, particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 12) on January 7, 1970.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notice of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) has been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date as at September 30, 1970. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Register of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2A 1SP. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9 (2) of the Act of 1968 discharging him, during their continuous in force, from the duty of referring an agreement to the Restrictive Practices Court. Lists (commencing April 11, 1969) headed as this paragraph is headed, have been published periodically in the *Board of Trade Journal* giving details of agreements in respect of which directions under that subsection have been given and are in force. These agreements are indicated in the index to the register by the symbol 'B.' Although these agreements are already included in the above-mentioned list of additions and amendments they have been shown separately under this heading for the benefit of readers. No directions have been received from the Secretary of State during the quarter ending September 30, 1970.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Register of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2 A 1SP.
9 Hope Street, Edinburgh, EH2 4EL
21 Leadenhall Street, Belfast, BT2 8BY

The indexes to the Register, one as published in the *Board of Trade Journal*, and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

'D' and 'F' Agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
2684	Building materials	Stockton and district	D	Jan. 1970
2685	Building materials	Middlesbrough and district	D	Jan. 1970
3140	Concrete kerbs and flags		D	July 1970
3214	Fireworks		D	Aug. 1970
3364	Newspapers and periodicals	N.W. England	D	Aug. 1967
3367	Newspapers and periodicals	West Midlands	D	Aug. 1967

Agreements referred to the Restrictive Practices Court

Registered No. of Agreements	Commodity
3325	Electrical goods, electrical installation
3441	Electrical goods, electrical installation†
3444	Electrical goods, electrical installation†
3454	Electrical goods, electrical installation
3516	Electrical goods, electrical installation†
3546	Electrical goods, electrical installation
3558	Electrical goods, electrical installation
2611	Newspapers†

† Agreements which are marked with an † indicate that proceedings have been initiated in Scotland.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page,

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3550	Asbestos sprayed
	B
1686	Bedding and upholstery, mattresses, F.3/63, *add C.6/70*
2685	Building materials, Middlesbrough and district, *add D.1/70*
2684	Building materials, Stockton and district, *add D.1/70*
	C
3140	Concrete kerbs and flags, *add D.7/70*
3212	Consumer goods
3210	Consumer goods, Scotland
	E
3567	Electronic equipment
3341	Electrical installation, electrical goods, E
3407	Electrical installation, electrical goods, E
3427	Electrical installation, electrical goods, E
3441	Electrical installation, electrical goods, E
3454	Electrical installation, electrical goods, E
3483	Electrical installation, electrical goods, E
3499	Electrical installation, electrical goods, E
3516	Electrical installstion, electrical goods, E
3546	Electrical installation, electrical goods, E
3558	Electrical installation electrical goods, E
3570	Electrical installation, electrical goods, E
3161	Electricity meters, *add C.6/70*
	F
3214	Fireworks, B.10/69, *add D.8/70*
3591	Fireworks
3168	Fish products (including fishmeal), Grimsby Hull
1329	Furniture (Scotland), F.2/63, *add C.6/70*
1564	Furniture and furnishings, F.2/63, *add C.6/70*
	H
552	Hardware, F.11/69 *add C.6/70*
	L
422	Linen sewing threads, *delete F.3/60*
	N
3465	Newspapers (daily)
3480	Newspapers (daily)
3466	Newspapers (Northern)
3481	Newspapers (Northern)
3571	Newspapers (Sunday)
3577	Newspapers (Sunday)
3587	Newspapers (Sunday)
3590	Newspapers (Sunday)
3594	Newspapers (Sunday)
3600	Newspapers (Sunday)
3604	Newspapers (Sunday)
3243	Newspapers and periodicals, Taunton and district
3364	Newspapers and periodicals, N.W. England, D.8/67
3367	Newspapers and periodicals, West Midlands, D.8/67

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Addition

Jeffs Bishop & Partners (Nominees) Limited, Westminster Palace Gardens, Artillery Row, London, S.W.1

Deletion

Wainside & Co., 20 Cannon Street, London, E.C.4

Changes of Address

Calvin Bullock Limited, 80 Bishopsgate, London, EC2N 4UA
Dalton Barton and Company Limited, Hyde Park House, 60 Knightsbridge, London, S.W.1
Jacobs Kroll & Company Limited, 21 Pall Mall, London, S.W.1
Noble Grossart Limited, 48 Queen Street, Edinburgh, EH2 3NR

Exempted Dealers

Addition

First National Bank in Dallas, 60-63 Aldermanbury, London, E.C.2

Authorized Unit Trust Schemes

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Ansbacher Unit Management Co. Limited, 1 Noble Street, Gresham Street, London, E.C.2	The Ariel Fund	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2
Westminster Hambro Trust Managers Limited, 55 Bishopsgate, London, E.C.2	National Westminster Hambo Financial Trust	Royal Exchange Assurance, Royal Exchange, London, E.C.3

Changes

The Trustee to the following schemes has been changed from BARCLAYS BANK LIMITED to MIDLAND BANK EXECUTOR & TRUSTEE COMPANY LIMITED:

Oil and Energy Trust
Essential Minerals Trust
Investment Assured Income Trust
Industrial Achievement Trust

Jeessel Unit Trust Management Limited have changed their name to Jessel Britannia Group Limited

Decimalization and customs entries

FROM FEBRUARY 15, 1971 onwards, all Customs and Excise accounting will be carried out in decimal currency.

HM Customs and Excise have published Notice No. 468. This booklet explains the way in which customs entries presented after this date must be completed. It also sets out the accounting arrangements where drawback is paid or remission or relief under Section 7 of the Import Duties Act 1958 is allowed.

Copies of the notice can be obtained free of charge from Customs and Excise, King's Beam House, Mark Lane, London, EC3R 7HE, or from the office of any Collector of Customs and Excise.

The English Industrial Estates Corporation

THE MINISTRY of Technology has announced that an extension of 17,600 sq. ft. is being provided by the English Industrial Estates Corporation for Alfred Morris Furs Ltd., on the Shildon Industrial Estate, Co. Durham.

Alfred Morris Furs Ltd., have been in operation on the Shildon Estate since 1949 and have concentrated their activities mainly on the production of coats in pile and simulated fur fabrics under the name of 'Astraka' for both home and overseas markets. Growing demand, especially from the export market, has resulted in more space being required for production and storage which this latest extension to the factory will provide.

The building contract, worth about £85,000, has been awarded to John Laing Construction Ltd., of Newcastle; the architects are Fennell and Baddiley of Chester-le-Street and the quantity surveyors Frederick Iddison and Partners of Darlington.

The project should be completed by March, 1971.

The extension is expected to provide an additional 100 jobs.

First German company for Cumbernauld

KLOCKNER MOELLER, of Lochmuhle, West Germany, who claims to be one of the foremost manufacturers of AC motor control and switch gear equipment in the world have picked Cumbernauld for their new European factory. This is the company's first venture into Scotland although they have established a headquarters in Aylesbury, Buckinghamshire.

Klockner Moeller have world-wide interests and their policy has always been to set up manufacturing units in the centres of the market. As Scotland and the north of England are good customers for their products it was natural that they should decide to establish another manufacturing unit.

The site for their new 6,000 sq. ft. factory in Cumbernauld will be at Wardpark Industrial Area. It will be custom built to Klockner Moeller's own specifications by Conder (Scotland) Ltd., who are themselves established in Cumbernauld. The factory will employ fitters and electricians to work on the switch gear and control units. If the project proves as successful as the company hopes, expansion will follow rapidly.

The attraction of Cumbernauld's first German company has encouraged the Development Corporation to step up its efforts on the Continent. The New Town has already proved a great attraction to overseas companies but this is the first break-through in Germany.

London Chamber to mount trade drive on West German market

THE LONDON Chamber of Commerce is to launch a trade drive on the West German market. The drive begins on October 15 when Herr Otto Wolff von Amerongen, president of the Association of West German Chambers of Commerce and Industry, visits London to address the London Chamber.

A team from the British Trade Council in Germany will also be coming to the London Chamber in November for an 'Export Workshop' on the West German market. Originally planned as a one-day exercise on November 2, the venture has already proved so popular that another day is being added.

A London Chamber trade mission, led by Mr. G. Reece-Smith, chairman of the German Section, is to visit Southern Germany from December 6-12 concentrating on Frankfurt and Stuttgart.

Other London Chamber trade promotions include joint ventures with the Board of Trade at Containerization '70 Munich from October 21-25, and Eurosnack, Cologne, from November 7-11.

In January, a London Chamber delegation will be visiting Hamburg for talks with Hamburg Chamber and there will be a British Engineering Symposium in Hamburg from September 20-24, 1971.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Certificates of origin: issuing bodies

THE FOLLOWING organizations have been designated by the United Kingdom Government for the purpose of issuing certificatse of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Area Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Boston & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce
Burton on Trent & South Derbyshire Chamber of Commerce
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbysgire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal and District Incorporated Chamber of Commerce
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce
Leicester & County Chamber of Commerce and Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
Liverpool Chamber of Commerce & Industry
London Chamber of Commerce
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthsire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce and Industry
Northampton & Country Chamber of Commerce
Northern Ireland Chamber of Commerce and Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce and Manufactures Inc.
Slough Chamber of Commerce (Branch issuing office also at London Airport (Heathrow))
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce Inc.

Tees-side and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Commerce
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
Welwyn Garden City Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce and Industry
Worcester Chamber of Commerce

* Does NOT issue EFTA certificates of origin.

The list previously published in the *Board of Trade Journal* April 1, 1970, is hereby cancelled.

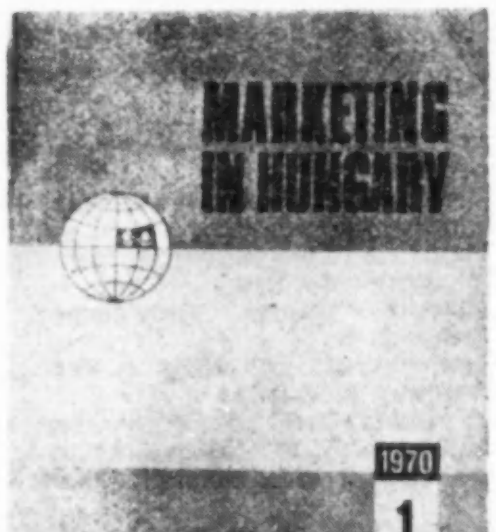
Warning to exporters

Exporters are warned that foreign customs authorities may refuse to accept any certificate of origin that has been issued other than by a designated organization (in the list above). Such a refusal is virtually bound to cause delay in delivery of the goods concerned and in certain circumstances may lead to forfeiture of the goods and/or the imposition of financial penalties.

Chambers of Commerce seeking authority to issue certificates of origin universally acceptable to foreign customs under the provisions of the International and/or EFTA Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4, which acts as advisory body to the Board of Trade in these matters.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels. climate, currency, public holidays, population, industries. economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).



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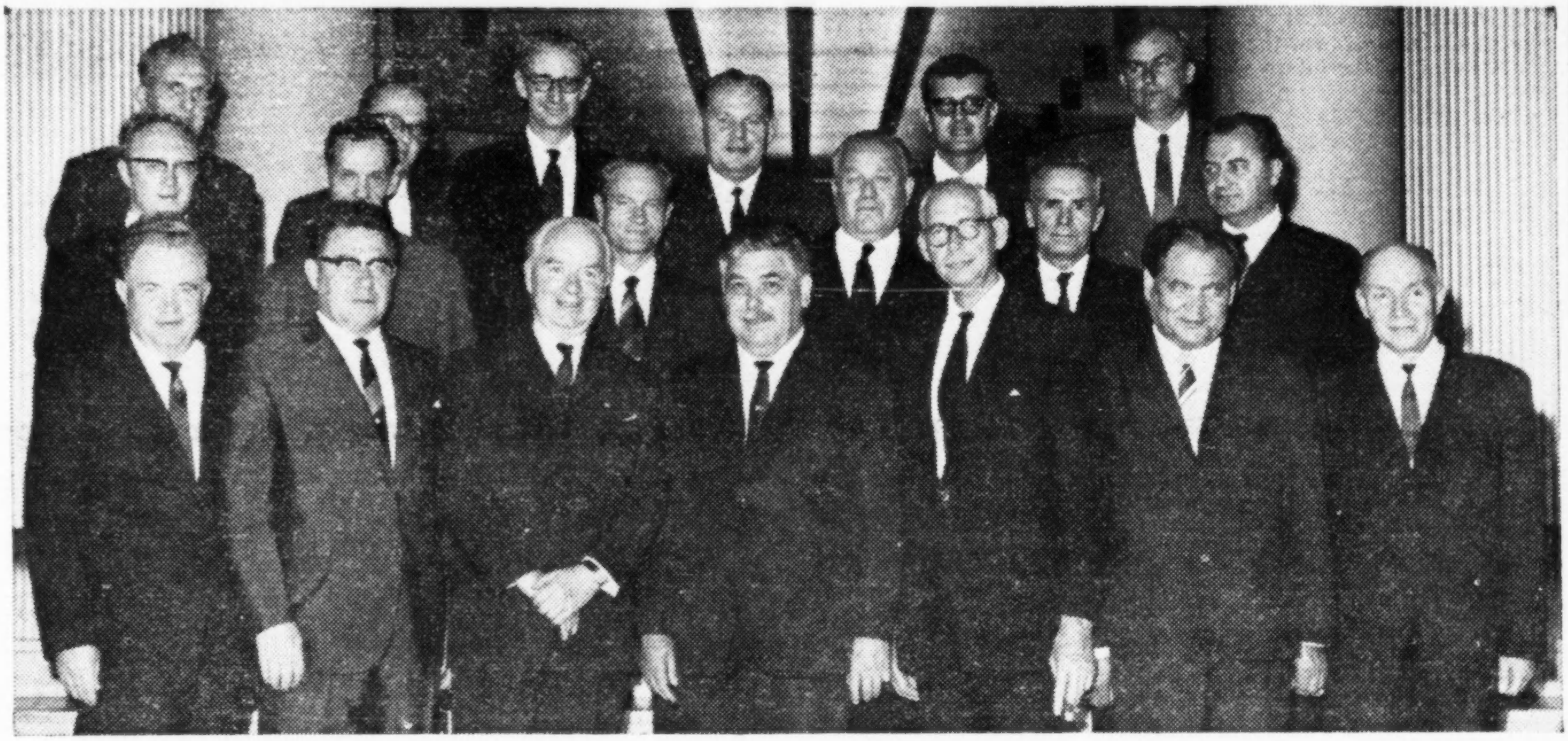

Visit to the Board of Trade by members of the Soviet Delegation on Thursday, September 24. Front row, left to right: Mr. D. I. Dergachev, Head of Department, Non-Ferrous Metallurgy, Gosplan; Mr. B. S. Gordeev, trade representative of the USSR; Sir Thomas Brimelow, Deputy Under Secretary of State Foreign and Commonwealth Office; Mr. M. I. Misnik, Deputy Chairman, Gosplan; Mr. W. Hughes, Second Secretary, Board of Trade; Mr. S. M. Meleshkin, Deputy Head, Ferrous Metallurgy Department, Gosplan; Mr. V. V. Sinkin, economist-planner, Gosplan. Second row: Mr. A. Bishop, Foreign and Commonwealth Office; Mr. B. E. Bellamy, Board of Trade; Mr. V. V. Andreev, Deputy Head, Foreign Trade Department, Gosplan; Mr. V. V. Soloviev, Deputy Head, Engineering and Metallurgy Department, Gosplan; Mr. V. I. Vinogradov, Deputy Minister, Ferrous Metallurgy; Mr. M. N. Cheburakov, Deputy Minister, Machine Tool Industry. Back row: Mr. E. H. Whitaker, Board of Trade; Mr. D. C. Smith, Board of Trade; Mr. C. S. R. Giffard, Foreign and Commonwealth Office; Dr. I. Puchkov, economic counsellor, USSR; Mr. L. G. Zheleznyak, All-Union Academy of Foreign Trade (interpreter); Mr. Yu. D. Babich, Deputy Chief of Administration Department, Ministry of Non-Ferrous Metallurgy.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	August 16, 1970	
1,116,117	Standard Telephones and Cables Ltd.	A tunning arrangement
1,118,536	Standard Telephones and Cables Ltd.	Improvements in or relating to semiconductor devices
1,112,873	Standard Telephones and Cables Ltd.	Transmission line
	September 2, 1970	
1,153,865	Exposagg Ltd.	Improvements in or relating to con crete
1,084,876	International Standard Electric Corporation	Sstellite communication synchronizing system
1,115,509	International Standard Electric Corporation	Satellite communication synchronizing system
1,115,509	International Standard Electric Corporation	Image dissector tube
1,116,146	International Standard Electric Corporation	A method of limiting the bandwidth required for transmission of radar information
1,116,189	International Standard Electric Corporation	Method of mounting electrical components
840,149	Standard Telephones & Cables Ltd.	Omnidirectional beacon antenna
1,021,409	Standard Telephones & Cables Ltd.	Frequency comparator
1,049,418	Standard Telephones & Cables Ltd.	Distortion compensation of opto-electronic devices
1,067,344	Standard Telephones & Cables Ltd.	Electro-mechanical transducer arrangement
1,097,891	Standard Telephones & Cables Ltd.	Improvements in static power conversion equipment
1,092,508	Standard Telephones & Cables Ltd.	An instrument for measuring the light energy lost by scattering from an optical transmission device
	September 4, 1970	
1,055,500	Compagnie des Machines Bull	Improvements in or relating to fixed-travel intermittent driving apparatus
1,055,889	Compagnie des Machines Bull	Improvements in or relating to apparatus for processing data
1,056,239	Compagnie des Machines Bull	Systems for the permanent storage of coded data
1,058,944	Compagnie des Machines Bull	Punching and reproducing machines for record cards
1.020,503	Gevaert Photo-Production Ltd.	Development of electrostatic charge patterns
1,100,817	Creed & Company Ltd.	Improvements in electro-magnets
1,016,210	Standard Telephones and Cables Ltd.	Testing electrical insulating sheets
1,148,439	Standard Telephones and Cables Ltd.	Improvements in D.C. to A.C. inverters
	September 8, 1970	
1,063.673	Poclain	Improvements in rotating cylinder block hydraulic motors
1,065,227	Poclain	Improvements in variable speed hydraulic motors having a number of groups of cylinders
1,136,590	Glaverbel	Remote tool holder contro. mechanisms
1,166,648	Glaverbel	Manufacture of float glass
1,168,974	Glaverbel	Glass and glass melting furnaces
1,178,707	Glaverbel	Glass and other light-transmitting materials
1,179,636	Glaverbel	Process and apparatus for forming metal oxide coatings
1,142,148	Edward Taylor Ltd.	Adhesive plaster
	September 9, 1970	
871,120	United States Atomic Energy Commission	Nickel-base alloy
903,260	United States Atomic Energy Commission	Improvements in or relating to a graphite or carbon article
920,113	United States Atomic Energy Commission	Methold for dissolving zirconium-uranium compositions
926,632	United States Atomic Energy Commission	Nuclear fuel material
933,807	United States Atomic Energy Commission	Aluminium cladding dissolution
987,840	United States Atomic Energy Commission	Processing of radioactive cesuim
1,006,730	United States Atomic Energy Commission	Stabilized rare earth oxides for a nuclear reactor control rod
1,064,012	United States Atomic Energy Commission	Sintering, cermet or powdered metal shape
1,070,985	United States Atomic Energy Commission	A process of recovering strontium cesuim and rare earth values frem values from radio-active solutions
	September 10, 1970	
977,849	Standard Telephones and Cables Ltd.	Quantizing and coding apparatus for pulse code modulation systems
1,057,239	Standard Telephones and Cables Ltd.	Method of vapour disposition by use of electron beam bombardment

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New Books

In January 1970 BNEC Africa sponsored a mission to Nigeria concerned with construction equipment, and consisting of representatives of building material producers, architectural and civil engineering partnerships together with the Secretary of the Building Materials Export Group. The latter organization has now published the report of the mission, **British Building Materials Sales Mission to Nigeria: 17th May-6th June, 1970.** (58 pages. Obtainable from Building Materials Export Group, Suite 18, Chantrey House, Eccleston Street, London, SW1. £1 to companies and others outside BMEG). The object of the mission was the sum of the objectives of each individual member, whose interests, although covering a wide range of products, had in common a broad background of selling experience and technical knowledge. For some, Nigeria was not an unknown market, and the purpose of their visit was to renew contacts which had been disturbed by the war. For others, the visit was made with the intention of making contacts, introducing products into the market and appointing agents if appropriate opportunities were found. This report does not contain details of the many contacts made and the orders taken by the individual members of the group because it is felt that such information, particularly that which is at an early stage, must remain confidential to the company concerned. However, the report does contain the consensus of information of all members. Topics covered include the background to the Nigerian economy, local manufacture, methods of doing business, price control, distribution, standards, development plans, and market prospects. Exporters will find the appendices especially useful, particularly the list of items for which specific import licences are required, the names, addresses and officials of Nigerian Government Departments concerned with trade and finance, and the notes for guidance in formulating draft proposals for industrial and commercial projects. The sections on the tariff and import licences will, of course, need updating by reference to current information available from the Board of Trade's Export Services Division.

International Commodity Market Agreements, by Marian Radetzki. (139 pages. C. Hurst & Co., 40a, Royal Hill, Greenwich, London, SE10. £3 5s. (£3.25). SBN 90096625 4). The purpose of this study is to examine the working and effects of the tools used in various international agreements covering primary commodities, and to discuss the implications of compensatory finance schemes. The volume includes a survey of commodity agreements since 1945; chapters dealing with three of the tools used in commodity agreements (i.e. export restrictions, multilateral contracts and international buffer stocks); and a discussion of the empirical evidence of the effects of commodity instability. Dr. Radetzki concludes that on theoretical grounds compensatory finance schemes appear to be superior to commodity agreements as a means of tackling the commodity instability problems of underdeveloped countries. But, he points out, more research is needed into the economic consequences of export instability as well as into the running costs, and efficiency, of compensatory finance schemes. The study forms part of the research activities of the Stockholm School of Economics.

The Econometric Study of the United Kingdom: Proceedings of the 1969 Southampton Conference on Short-Run Econometric Models of the UK Economy. Edited by Kenneth Hilton and David F. Heathfield. (514 pages. Macmillan. £10.00 SBN 333 11056 0). Since 1966 the Social Science Research Council has supported a number of separate projects in the area of econometric model building and economic forecasting. In order to minimise the risk of unnecessary duplication the SSRC requested that the team at Southampton University should organize this symposium at which academic workers engaged in research in the subject, as well as people from the National Institute of Economic and Social Research, government departments, and the Bank of England, could meet and review progress. This volume contains the majority of the papers presented and summaries of others that are not reproduced in full. The work is divided into four sections so as to bring related papers under common headings. Section One contains descriptions of two large-scale econometric models which are currently being constructed. Section Two comprises a set of papers each dealing in more detail with a particular segment of the economy. In Section Three consideration is given to more general problems of econometric methods and data handling. Section Four comprises the main section of the volume with descriptions of the procedures currently used in HM Treasury and the NIESR to forecast the behaviour of the United Kingdom economy. The editors have summarized the discussions that took place under either the main groupings of papers or where appropriate small groupings of papers on individual topics. Both editors and publishers are to be commended in not only producing this volume within a reasonable period from the date of the conference but providing an index as well.

The World's Money: How it works, by William M. Clarke and George Pulay. (216 pages. George Allen and Unwin. £2 5s. (£2.25) ISBN 0 04 336031 9). The World's Money is an extremely readable and simple guide to the way the international monetary system works today and how it might develop in the future, written by two former City Editors of the Times. The book is intended primarily for people who are interested in knowing about the world's monetary crises, yet who do not have enough basic knowledge to follow the financial comments in the press, on radio and on television. The working of the international monetary system is discussed in the first part of this book and included are such topics as exchange rates, currencies and the much maligned 'gnomes'. Financial phrases are explained when first introduced and there are useful references to further discussion elsewhere in the text. The authors consider the development of the world's money system, explaining the days of the gold standard, 1929, currency blocs and the evolution of the Bretton Woods system, and continue with their views of the possible future developments. This interesting and informative book ends with brief descriptions of some of the institutions concerned with international finance e.g. International Monetary Fund, World Bank, and a concise explanation of the euro-market. The last chapter consists of several press extracts, giving the reader a chance to 'test' his newly acquired knowledge. The book has a helpful index.

Technology, Management, and Society, by Peter F. Drucker (182 pages. Heinemann. £1 16s. (£1.80). SBN 434 90996 5), collects together twelve essays by Peter Drucker, currently professor of management at New York University's Graduate School of Business Studies, on technology and management and their relationship to what the author would term 'material civilization'. Topics discussed include: management's new role, the information explosion and the communications gap, changes in the corporate environment and in managerial techniques, technological change viewed in historical perspective, work and tools, management science, the influence of modern technological development on society, long-term planning, the impact of the computer, and other subjects of basic interest and concern. This book presents in a concise form the essential ideas and philosophy reflected in his approach to the managerial problems of society which are examined at length in his other works, and will be a useful introduction for those wishing to study them in greater detail.

The Recovery of Europe: from devastation to unity, by Richard Mayne. (375 pages. Weidenfeld and Nicolson. £3 5s. (£3.25) SBN 297 00156 6). In a single generation Europe has moved from prosperity to destitution and from devastation to affluence. In this work, a former official of the EEC Commission and a member of the 1963 British negotiating team, shows how dramatically Europe has transformed itself, politically, economically, socially and culturally. As background reading to the recent history of Europe in the context of the current negotiations between Britain and the Common Market, Richard Mayne's book will be of value to all those seeking to understand the genesis of many of the issues and problems involved. Supplementing the text is an extensive bibliography and a large number of notes and references, including details of unpublished materials, both British and foreign.

World Freights 1969: a Comprehensive Review of the Global Shipping Scene, edited by CFH Cufley. (88 pages. British Sulphur corporation Ltd., 23 Upper Brook Street, London, W1Y 2BB. £16 10s. 0d. (£16.50). World-wide airmail £18 10s. 0d. (£18.50).) This annual survey, ninth in the series, consists of two main parts. The first is a description of the world shipping scene in 1969, including a month-by-month analysis of the tramp freight market, a commentary on the year's talking points (e.g. containerization) and some inferences derived from the second part. The second part, the bulk of the work, is statistical, described by its editor as a unique source of reference for all those involved with merchant shipping. Subjects covered by the tables are analysis of 1969 tramp charterings, fertilizer charterings, analyses of bulk cargoes and an abstract of world seaborne trade statistics during the past 20 years. This last section consists entirely of derived statistics taken mainly from Lloyd's Register of Shipping.

Casebook on Shipping Law, by E. R. Hardy Ivamy. (201 pages. Butterworth & Co. £1 16s. (£1.80) ISBN 0 406 60320 0.) This new book in the *Casebook* series is aimed chiefly at students preparing for examinations in which a paper on shipping law is included. The six main sections covered are: sale, mortgage and lien; carriage by sea; collisions and limitations of liability; salvage, towage and pilotage; marine insurance; and admiralty jurisdiction and practice. These sections are treated fully and cases illustrate different angles of each subject. At the beginning of each case there is a short statement of the principle involved. This is followed by a summary of the facts, the decision given, and extracts from one or more of the judgments delivered. There are also provided, of course, appropriate tables of cases and statutes.

Aviation and Shipping

Six Vosper Thornycroft frigates for Brazil

THE EXPORT Credits Guarantee Department has signed a Buyer Credit Guarantee covering the financing of a contract, valued at £98.65 million, between the Government of The Federative Republic of Brazil and Vosper Thornycroft Ltd. (a subsidiary of the David Brown Corporation Ltd.) of Portsmouth, for the design and building of six Vosper Thornycroft Mark 10 frigates.

Four of the ships will be built at Vosper Thornycroft's Woolston, Southampton, shipyard, and two by the Naval Dockyard in Brazil with materials, equipment and lead-yard services supplied by Vosper Thornycroft. Of the four ships to be built at Woolston, two will be general purpose frigates and the other two will be anti-submarine frigates. The two vessels to be built in Brazil will both be anti-submarine frigates.

Included in the contract is the provision by the builders of complete support services, comprising the supply and cataloguing of base and on-board spare parts, maintenance instructions, planned maintenance routines, training, etc., generally as for the Royal Navy but modified to suit Brazilian requirements.

It is expected that design work will be completed in time for construction of the first British-built ship to be started at Woolston during 1972. The building time for each ship will be approximately four year, ships being laid down at yearly intervals so that the last vessel should be completed in 1979.

Finance for the contract is being made available by S. G. Warburg & Co. Ltd., acting on behalf of a syndicate of British banks comprising Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and Williams & Glyn's Bank Ltd.

The size of this contract is such that it is believed to be the biggest shipbuilding contract ever placed by the Brazilian Government, and the biggest export shipbuilding contract. It is also the largest buyer credit ever guaranteed by the Export Credits Guarantee Department.

Hammersmith gets London's new air terminal

THE LONDON Borough of Hammersmith has won London's huge new airline terminal.

The Minister of Housing and Local Government has given outline planning permission for the £6 million 4½-acre complex on Hammersmith Broadway which will cover 370,000 sq. ft., plus a 500-bed hotel covering 340,000 sq. ft.

The decision comes four years after Hammersmith Council put the scheme before the Greater London Council, which opposed it.

Farnborough Air Show's £16 million orders

WHEN THE Farnborough flying display and exhibition closed on September 13 some 14 major orders worth over £16,000,000 had been announced, and, despite nearly an inch of rain over the three public days, provisional figures on public attendance of 179,000 recorded a rise of some 7,000 on the last show in 1968.

At an 'end-of-show' press briefing, The SBAC's Director, Sir Richard Smeeton, commented: 'Despite the bad weather the show has been a success. Orders are a little down in terms of money on those announced two years ago, but this is not necessarily significant because quite a number of orders were announced before the show. You cannot quantify how much business will result from the show from these figures because it may well not be until a year or two after Farnborough that an inquiry made at the show is followed through.

'Many of the people who come to the United Kingdom from over 110 countries because of Farnborough also go on to look at factories in aerospace and other aspects of engineering outside our industry. Farnborough is a magnet to attract men of responsibility to the United Kingdom, and on that score alone I think it is well worth it,' he added.

Praise for Heathrow security

SECURITY at Heathrow Airport London was 'probably the finest I have seen,' said Mr. John Volpe, American Secretary of Transportation, when he visited the airport on October 1 as part of a tour of six major European airports.

'I couldn't get around anywhere without the special indentification card that had been prepared for me. I've made notes of many things I feel will be helpful to us,' he added.

Mr. Volpe had been met at the airport by Mr. Frederick Corfield, Minister of State, Board of Trade, and Mr. Peter Masefield, Chairman of the British Airports Authority. After reviewing together progress on airport security and hi-jacking measures, Mr. Volpe was taken on a rapid tour of the terminals to see the latest screening devices for passengers and other security measures.

Later Mr. Volpe said that in the final analysis they felt the best way to prevent hi-jacking was not to let the hi-jacker get aboard. In the United States they were developing a screening device which would be 400 per cent more effective than any they had at present.

DCB'S latest survey into retailer preparedness

NINETY-THREE per cent of all Britain's medium-sized and small retailers have taken steps to prepare for decimalization and more than four out of five plan to go decimal on or soon after D Day (February 15, 1971).

This was stated at a decimal currency conference in London on September 24 by Lord Fiske, chairman of the Decimal Currency Board, when he announced the findings of the Board's latest survey amongst 800 medium-sized and small firms in the retail sector.

Lord Fiske said that he wished to point out, however, that in the important areas of cash registers and price-computing scales the picture was not quite so encouraging. The survey showed that although some seven out of 10 retailers used cash registers, nearly 20 per cent of them had taken no action to convert or replace their machines.

It had also been established that two out of five retailers used price-computing scales but more than 25 per cent of them had not yet taken positive action.

Lord Fiske said: 'Those shopkeepers who have not made firm arrangements about cash registers and price-computing scales should face the fact that their suppliers may not be able to arrange replacement or conversion by the time they plan to go decimal. Time is running out, so it is vital to contact machine suppliers now.'

Decimal training coins reminder

A REMINDER that from October 15 supplies of the new decimal bronze coins for training purposes may be ordered at face value in £20 lots per denomination from local banks is given the Decimal Currency Board's latest *Newsletter* published on October 1. Previously larger quantities only were available direct from the Royal Mint at Llantrisant. The final stage in the supply of coins for training purposes and stocking up tills starts on January 15 when each denomination can be obtained in £1 lots from banks.

The Board welcome the initiative of the Distributive Industries Training Board in setting aside £75,000 for promoting a national scheme for staff training preparation.

Industrial training: Mr. Robert Carr reconstitutes Central Training Council

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has reappointed Mr. Frank Cousins as chairman of the Central Training Council for its third term of office and named 32 other members. The Council has completed its second three-year term of office and has been reconstituted for a further three years from October 1, 1970.

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MINISTRY OF DEFENCE

Tank Landing Ships

Tenders are being invited for the sale of two LSTs lying at HM Dockyard Devonport for breaking up as scrap. Both vessels are loaded with Boom Defence Equipment, which will be included in the sale.

Closing date for the receipt of tenders is 12 o'clock noon on Monday 9th November 1970 and applications for further particulars, Conditions of Sale and Tender Forms should be made well in advance of this date to the Director General of Defence Contracts, DC22(1), Ministry of Defence, Ensleigh, Bath BA1 5AD, Telephone Bath 6933, Ext. 4746.

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Sale by Tender

FIRE FIGHTING EQUIPMENT. A quantity of unused Portable Coventry Climax Lightweight Pumping Sets complete, comprising: Pump 250/300 G.P.M.; Set of attachments (on pump); Manual; Tool Set; Canvas Cover and Heatshield.

Applications for tender documents should be made to: Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, and not later than October 21, 1970.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
October 13	Miscellaneous stores	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)**

Austin 1-ton trucks; Bedford 3-ton truck; industrial fork lift trucks; generating sets; flight deck tractor; workshop equipment; electric cable; electrical and hydraulic equipment; aircraft wheels; neoprene covers; wooden and metal boxes; miscellaneous household and office furniture; 4½-tons cotton pickings; kitchen equipment; clothing including, boots, vests, caps, socks, scarves, ties, blue serge trousers and jackets, white drill trousers and jumpers, seamen's white and blue jerseys, etc.; machine tools and large quantities of miscellaneous stores.

October 28-29	Miscellaneous stores	**RAF, Stradishall, Newmarket, Suffolk**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester (Tel. 73171)**

Large selection of furniture, some of which will be offered in single and small lots to suit individuals and small dealers; crockery and cutlery (ex officers mess); fire fighting equipment including, delivery and suction hose; plastic sheeting 160 ft. by 90 ft.; 10 tons scrap rubber; tyres; with high nylon content; women's shoes, berets and raincoats; denim blouses and trousers; blue CD trousers; first aid and rescue equipment; fleece coat linings; rubber boots; ankle boots; trailer mounted welding shops; centrifugal water pumping sets; concrete vibrators; smooth drum rollers; paints, dopes and thinners; varnish and adhesives; large selection of other miscellaneous items of stores.

November 3-5	Miscellaneous stores	**The Lido Hall, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211)**

Conveyancer, Lansing Bagnall and Staccatruc fork lift trucks; Fowler diesel locomotive 150 hp; Whirlwind helicopter spares; battery charging sets; Ruston Bucyrus crane conversion sets; scrap tyres; M.T. spares; miscellaneous wireless and communication spares; theodolites; binoculars; wrist watches; electrical spares including, transformers, capacitors, resistors, etc.; various hand tools; machine tools; electronic valves; electric cable; trolley, screw and hydraulic jacks; jerricans; water bottles; scrap lead, brass and copper; DMS boots; black leather shoes; arctic coats and trousers; seamen's white jerseys, kit bags, blue serge jackets and jumpers, bell bottom trousers; caps; hats; shorts; foul weather coats and trousers; vests and drawers; battledress trousers and blouses; women's leather shoes, various sizes; khaki greatcoats; scrap canvas, webbing, hessian, leather; furniture including, easy chairs, tubular stacking chairs, wardrobes, chests of drawers, tables various, writing tables, wood and steel lockers; double tier single iron cots; carpets; mats; white and coloured blankets, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

SALE BY TENDER

THREE PRINCE AND ONE PRESIDENT AIRCRAFT are to be offered shortly for sale by tender. It is expected that some spares will also be available. Applications for Tender Forms to Ministry of Defence, Directorate of Sales (Supply) (Sales (S) 6 a iii), Room 418, First Avenue House, High Holborn, London WC1V 6HE

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Statistics

Symbols used in all statistical tables are:—
.. not available
r revised
– nil or less than half the final digit shown
* five week period
p provisional
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumer's Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal dis-posable income	Total consumers expenditure		Retail sales		Manu-facturing industry	Distri-butive and service industries	Dwell-ings	Public sector excluding dwellings		Manu-facturing industry	Whole-salers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1963	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20.087	20,087	11,372	4,907	1.070	994	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	116	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	133	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	142	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	139	122	138	142	184	-37	13	22
1968	116	119·8	135	135	112	104	140	151	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	163	146	130	130	276	194	-17	36
1968															
2nd quarter	114	118·8	133	132	110	102	137	123	135	147	142	71	39	26	– 9
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	152	130	128	23	-12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	-24	45	– 7	-41
2nd quarter	119	122·8			116	104	138	145 p	154 p			87	50 p	11 p	7
1970															
February		124				104									
March		125				103									
April		125				103									
May		121				105									
June		123				105									
July		122 p				104									
August															

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engin-eering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manu-facturing industry		Basic hourly wage rates (all in dustries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manu-factured products: home sales†		Mid-monthly or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year							Series in thousands			4,983	4,365	£ million
1964	119	107·0	*3.3*	103·9	101·9	148·6	362	221	24·566	114	105	-395
1965	123	112·1	*4·8*	106·8	104·6	157·9	308	265	24·785	115	113	– 77
1966	118	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	126	-312
1968	108	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	-319
1969	117	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	*6·2*	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	*5·0*	130·1	121·6	209·0	561	192		172	180	153
2nd quarter	122 p	139·5	*5·8*	129·2	123·6	213·8	563	187		183	182	53
3rd quarter							592 p	185 p				
1970												
March	119	137·0	*5·1*	130·8	120·6	211·1	567	188		176	185	
April	119 p	139·1	*5·6*	130·4	122·9	211·8	567	188		180	187	
May	119 p	139·5	*6·1*	129·3	123·6	214·3	560	187		176	174	
June	122 p	139·9	*5·9*	128·0	124·2	215·4	561	187		192	185	
July	125 p	140·9	*6·7*	127·5 p	124·8 p	217·1	593	186		143	185	
August		140·8	*6·8*	126·2 p	125·2 p	219·2	593	184		195	140	
September							589 p	187 p				

† Not seasonally adjusted

More up to date industrial statistics

As PART of the Government Statistical Service's programme of improving industrial statistics, regular quarterly output statistics are to be made available for the following industries:

shipbuilding, ship repairing and marine engineering; made-up clothing; plastics products; brushes and brooms.

The statistics, which are being collected and processed by the Business Statistics Office of the Board of Trade, will show the value and in many cases the quantity of sales of a very wide and detailed range of products.

The first quarter to be covered will be that ending September 30, and inquiry forms were despatched from September 30. All except small firms will be asked to supply information. Results for each industry will be published in the *Business Monitor* Production Series available from HMSO. By next year the BSO aims to publish results within three months of the end of each quarter – provided firms return their forms promptly.

These new inquiries have been prepared after close consultations between the Ministry of Technology, the trade associations in each industry, a number of individual firms and other interested bodies.

No short period information about the output of plastics products or ship repairing and marine engineering is at present available, and the inquiries into other industries will improve existing statistics.

Shipbuilding, ship repairing and marine engineering industry

A new statutory quarterly inquiry into the sales of the shipbuilding, ship repairing and marine engineering industry, designed to provide up-to-date detailed statistical information helpful to the industry for its management, marketing and forward planning purposes, as well as meeting the Government's needs, has just been launched by the Business Statistics Office of the Board of Trade.

This follows full and detailed consultations between the Ministry of Technology and the Shipbuilders and Repairers' National Association the National Association of Marine Engine Builders and the Ship and Boat Builders National Federation.

The questions on the form reflect the need for detailed figures on this complex industry. There is, for example, provision for details of output of different types of ships, floating structures, boats, etc., and for various kinds of marine machinery, as well as orders on hand and work in progress.

The new forms will go to over 600 establishments in the industry – all those employing 25 people or more. The first return covers the third quarter of this year.

Made-up clothing industry

New statutory quarterly inquiries into the sales of the made-up clothing industry, designed to provide the up-to-date detailed statistical information required by the industry for its management, marketing and forward planning purposes, and by the Government, have just been launched by the Business Statistics Office of the Board of Trade. The inquiries embrace the six industries defined under the following Minimum List Headings in the Standard Industrial Classification (1968):

4410 Weatherproof outerwear
4420 Men's and boys' tailored outerwear
4430 Women's and girls' tailored outerwear
4440 Overalls and men's shirts, underwear, etc.
4450 Women's and girls' light outerwear, lingerie and infants' wear
4491 Corsets and miscellaneous dress industries

The new inquiries follow consultations between the Ministry of Technology, the many trade associations in the made-up clothing industry and also a number of individual firms. The questions on the forms reflect the industry's needs for detailed figures of its products.

The new inquiries replace the present quarterly inquiry into made-up clothing which was less comprehensive, both in product detail and in terms of coverage of the firms within the industry. The new forms will go to over 3,400 establishments in the industry – all those employing 25 people or more. The first return covers the third quarter of this year. The current monthly inquiry which merely asks for summary information will be continued.

Inquiries are to be introduced during 1971 for the remaining industries in the clothing sector: hats, gloves and hosiery and other knitted goods.

Plastics products industry

A new statutory quarterly inquiry into the sales of the plastics products industry, designed to provide up-to-date detailed statistical information required by the industry for its management, marketing and forward planning purposes, as well as by the Government has just been launched by the Business Statistics Office of the Board of Trade. This follows consultations between the Ministry of Technology and the British Plastics Federation and the industry.

The questions on the inquiry form reflect the industry's needs for detailed figures of its products. There is, for example, provision for details of different types of pipes and fittings, packaging products and transit containers, flexible and rigid foams, holloware components and accessories and miscellaneous products.

For the first time comprehensive detailed short period statistics will be available on the sales of the plastics products industry. The new inquiry forms will go to over 1,100 establishments in the industry – all those employing 25 people or more. The first return covers the third quarter of this year.

Brushes and brooms industry

A new statutory quarterly inquiry into the sales of the brushes and brooms industry, designed to provide the up-to-date detailed statistical information required by the industry for its management, marketing and forward planning purposes, as well as by the Government, has been launched by the Business Statistics Office of the Board of Trade. This follows consultations between the Ministry of Technology and the British Brush Manufacturers Association. The headings on the form reflect the industry's needs for detailed figures of its products.

The new inquiry replaces the present quarterly inquiry into brushes and brooms which is less comprehensive in its product detail. The form will go to over 150 establishments in the industry – all those employing 11 people or more. The first return covers the third quarter of this year.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877. *Ext.* 2653/6) *and not to HMSO.*

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Retail trade in August

THE VOLUME of retail trade in the three months ended August was, after allowing for seasonal influences, 1 per cent more than in the preceding three months. This points to a continuation of the upward movement which started in the second quarter. Between these two three month periods sales by durable goods shops rose by 4 per cent and sales by clothing and footwear shops by 2 per cent. There has been little change in the volume of sales by food shops in recent months.

For August itself the seasonally adjusted index of the volume of sales is 105 (1966=100), the same as for May and June, and one point higher than for July. Taking July and August together, the total volume of sales was no different from May and June; sales by durable goods shops were higher, but sales by clothing and footwear shops were somewhat lower.

RETAIL SALES

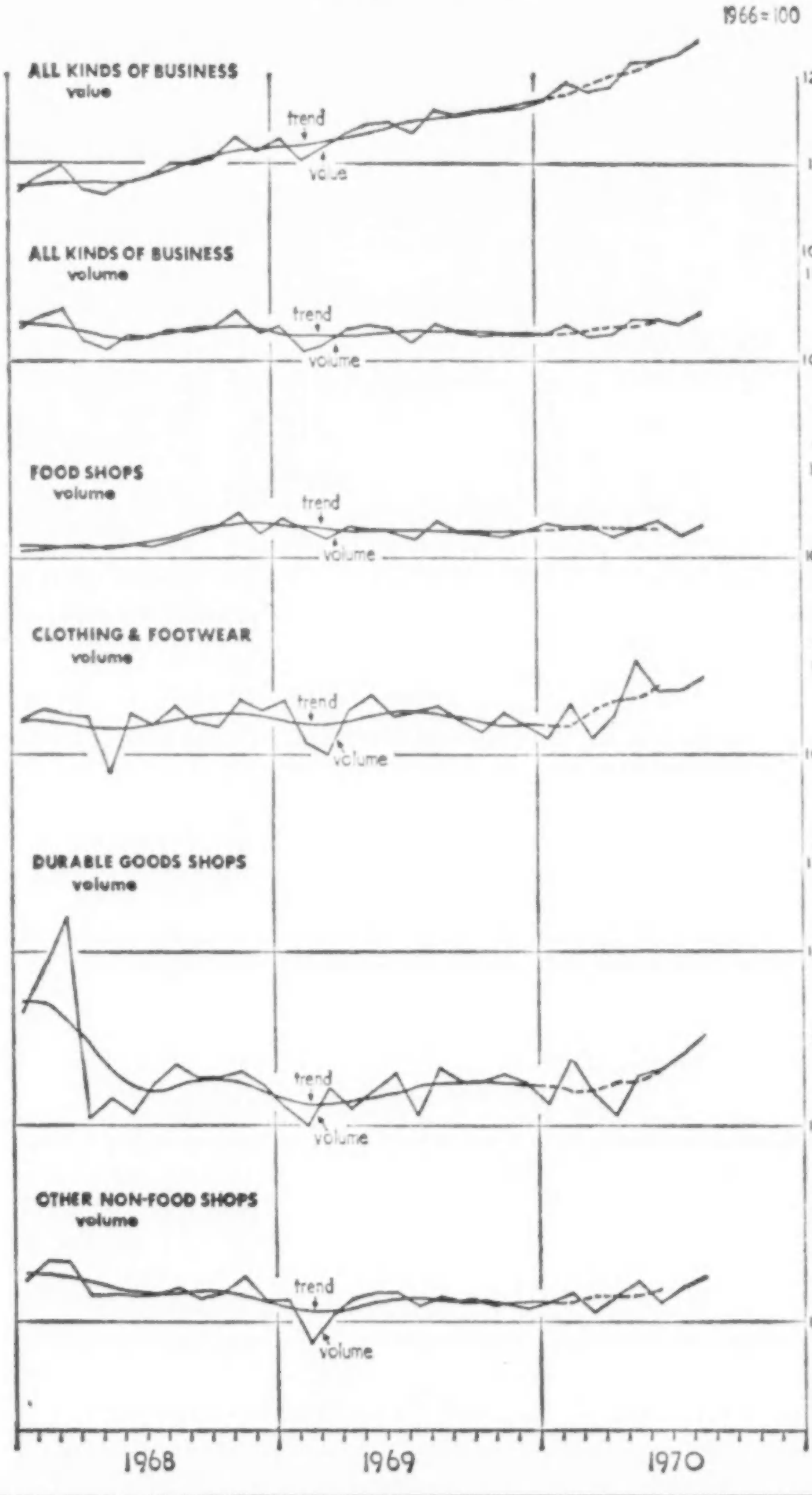

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101	101	102	100	103	102
1968	104	102	105	104	108	104
1969	103	103	103	104	104	102
1968 3rd quarter	103	102	104	104	106	103
4th quarter	104	104	104	105	105	104
1969 1st quarter	102	103	101	102	102	100
2nd quarter	104	103	104	105	104	103
3rd quarter	103	103	103	105	104	102
4th quarter	103	103	103	103	105	102
1970 1st quarter	103	104	103	103	105	102
2nd quarter	104	103	105	107	105	103
1970 Mar.-May	103	103	104	105	104	103
June-Aug.	105	103	106	108	108	104
Percentage increase	*1*	—	*2*	*2*	*4*	*1*
1970 January	103	104	102	102	102	102
February	104	103	105	106	108	103
March*	103	103	102	102	104	101
April	103	102	103	105	101	103
May	105	103	106	112	106	105
June*	105	104	105	107	106	102
July	104	102	105	107	108	104
August	105	103	107	109	110	105

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1966 – £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103	103	103	102	104	103
1968	109	108	110	107	113	111
1969	114	115	114	112	113	115
1968 3rd quarter	109	109	110	108	111	111
4th quarter	112	111	111	109	112	112
1969 1st quarter	112	114	110	108	110	111
2nd quarter	114	115	114	113	113	115
3rd quarter	115	116	114	113	113	115
4th quarter	116	117	115	113	116	117
1970 1st quarter	118	120	117	114	117	119
2nd quarter	121	121	121	120	119	121
1970 Mar.-May	119	120	119	118	117	120
June-Aug.	123	123	123	122	124	123
Percentage increase	*3*	*2*	*3*	*3*	*6*	*2*
1970 January	117	119	116	112	115	118
February	119	119	119	117	120	120
March*	118	120	117	113	116	118
April	119	119	119	117	116	120
May	121	120	122	124	121	123
June*	122	122	121	120	121	121
July	122	122	123	121	125	124
August	124	123	125	124	128	126

All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by August 1970 sales was the four weeks from August 2, 1970 to August 29, 1970, the corresponding period in 1969 was from August 3, 1969 to August 30, 1969. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(†) Including department stores and mail order businesses.

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Hire purchase and other instalment credit business in August

INSTALMENT credit advanced by finance houses in the three months ended August, after allowing for seasonal effects , was 4 per cent more than in the preceding three-month period. A similar comparison for the instalment credit business of durable goods shops shows a rise of 8 per cent, but the sharp movement between July and August may reflect uncertainties of seasonal adjustment as between these two months. The three-monthly comparisons suggest that the upward trend of instalment credit business continued into August.

Total debt outstanding to finance houses, durable goods shops and department stores, after allowing for seasonal factors, rose by £16 million in the latest three months, and at the end of August was 3 per cent more than a year earlier. As this is less than the rise in prices over the period it represents a reduction in real terms.

Finance houses

New credit extended by finance houses in August was 14 per cent more than in the same period last year, following a 22 per cent increase in July and an average increase of 18 per cent in the second quarter. Credit advanced for new cars during August was 7 per cent more, and for used cars 5 per cent more than a year earlier, both these increases being less than in July. There were increases in all other categories of finance houses business, with another large rise in the 'other goods' category, which includes personal loans not tied to specific goods. But the rise in credit extended for motorcycles etc. and for industrial and building plant and equipment was much smaller than in recent months.

Instalment debt outstanding to finance houses, after allowing for seasonal factors, rose by £15 million during the period June-August.

Durable goods shops and departmental stores

Instalment credit sales by durable goods shops in August were 15 per cent more by value than in the same month in 1969. This was similar to the increase recorded in July, but rather more than on average in the first or second quarter.

The increase on a year earlier of 20 per cent for furniture shops was also much the same as in July but higher than on average in recent months. Other durable goods shops, which include gas and electricity showrooms, showed a 1 2 per cent rise in the month, the

(*Continued on next page*)

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8
1970 1st quarter	247	60	187	249	- 2
2nd quarter	259	62	197	248	13

(†) Durable goods shops and department stores; not included other instalment credit retailers

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million		Finance Houses: *New instalment credit extended per calendar month (Index 1966 = 100)*		Finance Houses: Increase in debt £ million		Durable Goods Shops: *Instalment credit sales per week (Index 1961 = 100)*		Durable Goods Shops: Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966		-137	*100*			-84	*93*		-51	
1967		- 46	*111*			-15	*94*		-30	
1968		31	*115*			26	*102*		2	
1969		- 26	*105*			-21	*94*		- 5	
1966 1st quarter	-11	- 4	118	*120*	4	3	97	*104*	-13	- 5
2nd quarter	8	- 17	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-52	- 49	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-82	- 67	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-59	- 56	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-18	- 39	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	14	13	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	20	36	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	24	28	129	*128*	25	24	111	*120*	- 1	4
2nd quarter	2	- 22	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	5	8	113	*112*	7	9	96	*99*	- 1	—
4th quarter	—	17	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-20	- 17	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	- 16	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	- 4	- 1	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	- 9	8	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	- 8	- 2	112	*111*	—	- 1	94	*101*	- 5	2
2nd quarter	37	13	135	*118*	38	12	96	*102*	- 1	1
1970 March	- 2	- 1	125	*109*	4	1	90	*100*	- 4	—
April	17	6	141	*125*	17	5	93	*99*	—	1
May	12	4	130	*112*	11	3	97	*99*	1	1
June	8	3	135	*115*	10	4	97	*107*	- 2	- 1
July	6	4	133	*127*	5	4	103	*104*	—	- 1
August	11	9	125	*119*	*11*	7	102	*112*	1	3
3 months ended May 1970	27	9	132	116	32	9	93	*99*	- 3	2
3 months ended August 1970	25	16	131	121	26	15	101	*107*	- 1	1
Percentage increase			*- 1*	4			*8*	*8*		

(*Continued on next page*)

HIRE PURCHASE, *continued*

same as for July but a little more than average for the first half of this year.

The value of instalment credit sales by departmental stores was 9 per cent higher in August than a year before. This followed the unusually high increase of 21 per cent in July.

Other instalment credit retailers

Instalment credit sales in August by general mail order houses, which account for most of the credit business of this group of retailers, were 15 per cent more than in August, 1969. Although fluctuating markedly from month to month, the average increase so far his year has been larger than that recorded for 1969.

Debt outstanding to this group of retailers fell less during August than is usual for the time of year.

Table 3. Hire purchase and other instalment credit outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240				
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28				
Finance houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841				
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109				
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207				
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316				

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
1970 March*	128	2	90	5	89	—	90	- 3	221	1	78	1
April	140	12	93	12	114	—	107	5	243	17	81	- 4
May	139	3	97	6	131	7	126	—	220	2	94	1
June*	134	6	97	11	111	9	111	2	214	3	90	11
July	129	10	103	14	141	21	108	9	182	6	84	6
August	131	13	102	15	105	9	95	7	206	15	80	- 2

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‡)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	-1	91	-4	88	5	86	-8	90	-2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	-7	107	-5	78	-10	84	12	81	-11	79	9	82	-12	109	-4	84	-7
1966 1st quarter	97	-9	101	-9	90	-9	106	-7	95	-2	95	3	96	-6	97	14	85	-9
2nd quarter	90	14	97	-13	79	-14	96	14	91	10	93	-11	89	8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	18	90	17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	23	78	18	85	-12	70	-18
2nd quarter	83	-8	93	-5	69	-12	80	-16	76	-16	74	20	79	11	89	1	68	-6
3rd quarter	93	7	103	8	78	7	89	5	84	-5	79	12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	-4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	1	79	—	86	-2	109	8	84	4
4th quarter	113	-7	123	-8	101	-4	109	-7	101	-13	96	-19	107	-9	125	-1	104	-3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	-3	77	—	78	3	80	—	75	-7	99	9	71	-2
3rd quarter	91	-6	104	-5	74	-6	79	11	77	-7	74	-7	79	-8	105	-4	79	-6
4th quarter	113	1	127	3	95	-7	104	-5	97	4	95	-1	99	-8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
1970 March*	90	5	102	5	74	6	79	-4	74	11	77	22	72	3	105	2	86	8
April	93	12	106	11	75	14	89	11	80	9	85	10	75	9	106	13	83	13
May	97	6	112	5	76	5	92	15	81	—	85	—	78	—	112	9	84	13
June*	97	11	114	9	77	12	85	19	86	10	88	12	85	9	110	9	80	18
July	103	14	112	10	94	23	91	14	97	17	96	20	98	15	112	12	90	24
August	102	15	119	17	81	11	91	15	86	20	89	33	83	9	119	12	97	19

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (¶) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (*) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	5	98	-2	113	13	106	6	96	4
1968	115	3	110	5	117	—	117	14	109	4	118	23	95	-3	110	-3	127	20	117	22
1969	105	-9	91	-18	101	-14	128	9	77	-29	114	-4	96	1	105	-5	107	16	128	10
1966 1st quarter	118	-2	130	11	115	—	118	6	113	9	90	-12	87	30	115	1	116	11	116	13
2nd quarter	129	-9	142	18	138	5	125	2	154	-22	133	-1	105	21	114	9	101	17	101	-12
3rd quarter	89	21	83	31	89	-23	89	4	92	-36	114	4	125	5	90	-17	90	18	90	-14
4th quarter	64	32	44	-48	58	-36	69	-25	41	-58	63	-17	83	17	84	15	94	-27	93	16
1967 1st quarter	87	-26	83	36	81	-30	91	-23	53	53	80	-11	81	-7	108	6	100	14	94	-19
2nd quarter	113	13	106	25	115	-17	114	-9	138	10	114	14	89	-15	127	12	96	5	98	-2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	4	121	5	121	6	126	9	140	22	85	5	116	9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	5	141	23	104	14	98	-12	121	21	105	16
4th quarter	101	-14	92	31	93	-24	112	7	79	-15	79	9	108	7	104	2	139	9	119	19
1969 1st quarter	102	-21	92	34	96	-27	131	2	63	-39	92	17	85	1	101	17	116	14	129	7
2nd quarter	114	2	103	1	114	-6	139	15	93	26	152	8	95	11	104	10	99	13	133	10
3rd quarter	106	-6	95	-12	105	-14	118	16	90	30	124	12	103	1	108	10	98	19	123	17
4th quarter	96	-5	72	-21	89	-4	124	10	64	-19	87	9	103	5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
1970 March	125	8	118	7	114	4	162	10	82	3	125	5	84	-8	133	16	114	7	158	19
April	141	18	127	10	130	10	186	31	100	8	160	6	118	24	146	38	115	19	177	38
May	130	16	112	15	119	7	159	15	121	27	150	9	89	3	138	41	105	2	188	37
June	135	20	118	23	118	5	162	18	106	16	185	25	119	22	137	26	106	10	233	74
July	133	22	96	27	122	8	153	24	114	24	180	33	115	17	137	13	112	9	247	85
August	125	14	132	7	108	5	133	13	99	3	142	41	129	25	107	3	113	22	218	68

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

Vehicle production in August

THE MINISTRY of Technology have announced that in the four weeks ended August 29, 1970, the average rate of recorded production of cars was 23,984 a week, 10 per cent lower than in the corresponding period last year. The average rate of recorded production of commercial vehicles was 6,345 a week, 10 per cent lower than last year.

Seasonally adjusted figures for July and August, and revised June figures, are now published. Comparing the three-month periods June-August and March-May, car production shows a rise of 4 per cent (6 per cent home, 2 per cent export) and commercial vehicle production a drop of 3 per cent in total (with the home market 9 per per cent down and an increase of 6 per cent in production for export).

Economic Progress Report–October 1970

THE OCTOBER issue of *Economic Progress Report* was published on Thursday, October 1.

Economic Progress Report, prepared by the Treasury Information Division, is published at the beginning of each month. It contains articles on economic subjects, analysing or giving background to Government economic policy.

These articles are printed in a four-page blue section. There is also a four-page white insert each month giving the Treasury's assessment of the economic situation together with a brief note of economic events and a table of economic indicators.

Table 2 – Production – Seasonally adjusted

Monthly averages **thousands**

	Passenger cars			Commercial vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1968 1st quarter	143	84	59	32·4	21·2	11·2
2nd quarter	148	82	66	32·3	20·4	11·9
3rd quarter	157	85	72	34·5	21·7	12·8
4th quarter	158	87	71	37·1	23·0	14·1
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·2	22·7	14·5
2nd quarter	140	80	60	40·0	23·5	16·5
1969 April	149	80	69	40·2	23·7	16·5
May	146	72	74	38·2	21·7	16·5
June	156	83	73	40·2	23·4	16·8
July	155	80	75	41·8	23·9	17·9
August	148	73	75	39·7	22·7	17·0
September	133	70	63	37·5	21·8	15·7
October	131	63	68	32·9	19·5	13·4
November	139	69	70	41·1	23·6	17·5
December	137	76	61	39·7	23·3	16·4
1970 January	154	83	71	44·0	27·0	17·0
February	135	76	59	35·5	22·6	12·9
March	125	69	56	32·2	18·7	13·5
April	133	75	58	38·3	23·9	14·4
May	134	75	59	41·5	24·3	17·2
June	152	89	63	40·3	22·4	17·9
July	120	63	57	31·2	16·7	14·5
August	136	80	56	37·2	22·1	15·1
Average of:						
March-May	130	73	57	37·3	22·3	15·0
June-August	136	77	59	36·2	20·4	15·8
Percentage change	*+4*	*+6*	*+2*	*–3*	*–9*	*+6*

Table 1 – Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464 736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
1969 April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,757	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,416	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
Augsst	4	95,936	57,202	38,734	23,984	25,378	15,407	9,971	6,345

DATELINE SINGAPORE + + + WILL OUR EXPORT MARKETS DISAPPEAR WITH THE FORCES?

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Write for the special booklet on Singapore to the address below.

THE HONGKONG BANK GROUP
9 Gracechurch Street London EC3

United Kingdom computer market during second quarter of 1970

Output exceeds £70 million

TOTAL OUTPUT of electronic computers continued its rapid growth in the the second quarter of 1970. At £71 million it was the highest figure so far recorded.

The total, which includes the delivery of factored equipment together with repair and maintenance and R & D, compares with £66 million in the first quarter of 1970 and £53 million in the second quarter of 1969.

Deliveries of hardware were correspondingly high, exports accounting for 30 per cent of the total of £66 million.

Deliveries of computer hardware

£m current prices

		British made			Factored			All machines		
		Home	Export	Total	Home	Export	Total	Home	Export	Total
1970 1st qtr.		28·3	19·2	47·5	13·4	0·2	13·6	41·8	19·3	61·1
2nd qtr.		27·7	19·9	47·6	18·5	0·1	18·6	46·3	19·9	66·2
Increase	£m.	-0·6	0·7	0·1	5·1	-0·1	5·0	4·5	0·6	5·1
	%	*- 2*	*4*	—	*38*	*-50*	*37*	*11*	*3*	*8*
1969 1st half		41·3	25·3	66·6	26·7	—	26·7	67·8	25·4	93·2
1970 1st half		56·1	39·0	95·1	32·0	0·2	32·2	88·0	39·3	127·3
Increase	£m.	14·8	13·7	28·5	5·3	0·2	5·5	20·2	13·9	34·1
	%	*36*	*54*	*43*	*20*	—	*21*	*30*	*55*	*37*

Factored equipment rebounds

When the first quarter 1970 statistics were published. a fall in deliveries of factored equipment was noted. This has now been compensated by a large increase in the second quarter. A better comparison can be drawn between the first half of 1969 and the first half of 1970. Full details appear in Tables 1, 2 and 3 attached.

Exports increase by more than half

On the quarterly comparison there was little change in export deliveries between the first two quarters of 1970, but the increase from £25 million in the first half of 1969 to £39 million in the corresponding period of 1970 was very large. Continued growth of exports may be expected though not necessarily at the same rate.

System deliveries

Digital computer systems delivered. Second quarter 1970.

Size of system	Number	Total Value £'000	Number	Total Value £'000
Under £5,000	101	304	139	640
£5,000-£19,000	216	1,970	18	165
£20,000-£49,000	81	2,446	52	1.265
£50,000-£119,000	54	4,279	9	617
£120,000-£249,000	23	3,678	12	2.071
£250,000-£499,000	5	1,785	5	1,752
£500,000-£999,000	5	3,232	1	555
Over £1,000,000	1	1,151	—	—
Unclassified	49	8,860	19	3.758
Total	535	27,705	255	10,823

There were appreciably more home deliveries than in the first quarter, but they were confined to system below £20,000. The number of systems exported was almost the same as in the first quarter.

Orders on hand continue to increase

At June 30, 1970, orders on hand were 3 per cent higher, at £331 million, than at March 31.

Full details are given in Table 4, but it appears that the increase is due to export orders, home orders having declined marginally. It is also the case that although orders on hand for British-made machines were higher, those for factored machines had fallen.

At June 30, 1970, therefore, 52 per cent of orders on hand for the home market were for British-made machines, while 48 per cent were for factored. All export orders were for British-made equipment.

Net new orders

From the figures for deliveries and orders on hand, net new orders may be derived:

Net new orders for electronic computers

£ million current prices

	1968			1969			1970		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	40·4	9·7	50·1	33·2	19·6	52·8	61·0	27·2	88·2
2nd quarter	23·6	14·9	38·5	51·9	29·9	81·8	40·8	34·4	75·2
3rd quarter	60·6	15·4	76·0	36·2	18·0	54·2			
4th quarter	43·6	10·0	53·6	47·3	24·3	71·6			

Despite the fluctuations from one quarter to another, the trend of order-taking is markedly upwards, particularly for exports

Employment

Employment continues to increase and the movement in the second quarter was probably due to the completion of new facilities.

Note

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc. Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another.

The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 3 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

Statistical inquiries: 01-799 5688, Ext. 53.

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Division will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Division of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Division of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Division at the address below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, **KABUL.** (Tel. 30511/3.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, ALGIERS (Postal address: B.P.25, Alger R.P.) Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA (Portuguese West Africa) – Mr. R. W. Ford, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, **LUANDA.** (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Minister (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address Casilla de Correo 2050, Buenos Aires.) (Tel. 80-7071/79.) (Telex 1666 a/b 12 1666AR Proba.)

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 730422.) (Telex AA62222 a/b Ukrep AA62222.)

SYDNEY – Mr. R. E. Gamble, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51.5982.) (Telex AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial) and Consul-General), British Embassy, Reisnerstrasse 40, 1030, VIENNA. (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. J. D. R. Burn, British Trade Commissioner, British Trade Commission, P.O. Box 4600, E. D. Sassoon Building, Parliament Street, NASSAU. New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political Bahrain.' (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. J. A. B. Stewart, First Secretary, British High Commission, 147/9 Roebuck Street (P.O. Box 676c), BRIDGETOWN. (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB219.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, Rue Joseph II, 28, B-1040 BRUSSELS. (Tel. 19.11.65.) (Telex 23462 a/b Prodrome Bruxls.)

ANTWERP – Mr. R. A. Clinton-Thomas, C.B.E., Consul-General, British Consulate-General, Frankrijklei, 105, ANTWERP B-2000. (Tel. 326940.) (Commercial correspondence should be addressed in the first instance to the Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.)

TELEGRAPHIC ADDRESS unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOLIVIA – Mr. D. J. Moss, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA – Mr. W. F. Grieve, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

SAO PAULO – Mr. R. P. Pinsent, Consul-General, British Consulate-General, Avenila Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) Tel. 287 7722. (Telex 021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, British High Commission, Jalan Residency, BANDAR SERI BEGAWAN, State of Brunei. (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road (P.O. Box 638), RANGOON. (Tel. 15700.)

CAMBODIA – Mr. A. J. Johnstone, First Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom (P.O. Box 150), PHNOM PENH. (Tel. 23974/5.)

CAMEROON – Mr. P. J. Barlow, First Secretary, British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 26223.) (Telex 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters*]

CANADA – Mr. G. S. Whitehead, C.M.G., M.V.O., Minister (Commercial); Mr. B. E. P. Mactavish, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

MONTREAL – Mr. J. R. Cross, Senior British Trade Commissioner; Mr. C. H. Imray, Deputy Senior Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 26437 a/b Ukrep, MTL.)

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VANCOUVER – Mr. C. C. Clemens, M.C., Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b Ukrep, VCR.)

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COLOMBIA – Mr. J. T. Hyslop, O.B.E., First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (*Airmail address:* Apartado Aéreo 4508, Bogota.) (Tel. 34-90-80.) (Telex 044503 a/b Prodrome, Bogota.)

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LUBUMBASHI – Mr. K. H. Jones, Consul-General, British Consulate, 669 Boulevard l'U.E.A.C., B.P. 973, Lubumbashi. (Tel. 2434.) (Telex 49 a/b Britain, EVL.)

COSTA RICA – Mr. M. L. Creek, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 10056, SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) (Telex CR169 a/b CR169 Prodrome.)

CUBA – Mr. D. F. Ballentyne, First Secretary (Commercial), British Embassy, Edificio Bolivar, Capdevilla 101-103, e Morro y Prado, HAVANA. (Tel. 61-5681.) (*Address for correspondence from Britain:* British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

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AARHUS – Mr. R. L. Russell, British Vice-Consul (Commercial), B. P. Huset, Europaplads 2 ii 8000 Aarhus C. (Tel. (06) 12 25 00.)

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Mr. A. Mortensen, British Consulate, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

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ECUADOR – Mr. H. Lewty, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 230070/3.) (Telex 38 a/b Prodrome Quito.)

EL SALVADOR – Mr. R. G. Farrar, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, SAN SALVADOR. (Tel. 219667 and 219106.) (Telex 20133 a/b Prodsalv.)
[*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*]

ETHIOPIA – Mr. R. C. Robinson, M.B.E., First Secretary (Commercial), British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 49227/8.)

ERITREA – Mr. R. Brereton, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FIJI – Mr. A. J. Cambridge, First Secretary (Commercial), British Government Trade Office (P.O. Box 400), SUVA ('Britcom Suva'). (Tel. 22967.)

FINLAND – Mr. A. H. Reed, Counsellor (Commercial), British Embassy, Uudenmaankatu 16-20, HELSINKI 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE – Mr. J. S. Rooke, C.M.G., O.B.E., Minister (Economic); Mr. P. H. Laurence, M.C., Counsellor (Commercial), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265-2710/5; 265.06.20/4.) (Telex 65264 a/b Inform Paris.)

BORDEAUX – Mr. K. S. Butler, Consul-General, British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6.) (Telex 57440 a/b Britain BORDX.)

LILLE – Mr. S. M. Black, Consul-General, British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57. 35.49 and 57.01.77.) (Telex 82669 a/b Britain Lille.)

LYONS – Mr. J. O. McCormick, C.M.G., M.C., Consul-General, British Consulate-General, 24 Rue Childebert, 69-Lyons 2e, Rhone. (Tel. 37.59.67/8.) (Telex 33254 a/b Britain, Lyon.)

MARSEILLES – Mr. R. C. Ormerod, Consul-General, British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel. 37.68.54/6.) (Telex 42307 a/b Britain, Marsl.)

NICE – Mr. D. G. Crichton, M.V.O., Consul-General, British Consulate, Immeuble Le Neptune, 3 Rue Meyerbeer, 06-Nice. (Tel. 87.12.81/2.)

STRASBOURG – Mr. H. Niblock, Consul-General, British Consulate-General, 10 Rue du General de Castelnau, B.P., 42, 67-Strasbourg (Bas Rhin.) (Tel. 36.64.91.) (Telex 87995 a/b Bristra, Strbg.)

GAMBIA – Mr. S. A. Downton, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. D. D. Brown, C.M.G., M.M., Minister (Economic); Mr. J. M. Heath, Counsellor (Commercial), British Embassy, 5300 BONN, Friedrich-Ebert Allee 77. (Tel. 222021.) (Telex 886887 a/b 886887 Brinf D.)

BERLIN – Mr. G. F. Edwards, O.B.E., T.D., Consul-General, British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 309-52-95.) (Telex 184268 a/b UKBLN D.)

DUSSELDORF – Mr. G. G. Simpson, C.M.G., Consul-General, British Consulate-General, 4000 Düsseldorf, Cecilienalle 14. (Tel. 434281-5.) (Telex 8-584855 a/b 8584855 Comb. D.)

FRANKFURT – Mr. J. T. Fearnley, Consul-General, British Consulate-General, 6000 Frankfurt/Main, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

HAMBURG – Mr. J. G. Purves, Consul-General, British Consulate-General, 2000 Hamburg, 13, Harvestehuderweg 8a. (Tel. 45 13 51/5.) (Telex 213562 a/b BRHBG D.)

HANOVER – Mr. J. M. Leadbitter, O.B.E., Consul-General, British Consulate-General, 3000 Hanover, Aegidientorplatz 1. (Tel. 26451.) (Telex 923263 a/b BCGHN D.)

MUNICH – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, 8000 Munich 13, Akademiestrasse 7-9. (Tel. 394015/7.) (Telex 529959 a/b UKMUN D.)

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GHANA – Mr. L. Reid, Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.)
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GREECE – Mr. S. Y. Dawbarn, Counsellor (Commercial), British Embassy, 1, Plutarchou Street, ATHENS 139. (Tel. 736211 (10 lines.)) (Telex 216440 a/b 216440 Lion GR.)

GUATEMALA – Mr. J. B. Weymes, Consul, British Consulate, 11 Calle No. 3-27. P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 and 21-4-63.) (Telex 279 a/b Briton GU.)

GUYANA – Mr. E. G. Wickens, First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. J. K. Blackwell, C.B.E., Senior British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. H. 230176-8.) (Telex HX 3031 a/b Uktrade HX 3031.)

HUNGARY – Mr. J. E. Reeve, First Secretary (Commercial), British Embassy, Hamincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 0270 a/b Prodrome, BPEST.)

ICELAND – Mr. D. H. Fowler, M.B.E., First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 2037 a/b UKREYK IS.)

INDIA – Mr. P. J. E. Male, C.M.G., M.C., Minister; Mr. E. F. G. Maynard, Counsellor (Commercial), British High Commission in India, Chanakyapuri, NEW DELHI 11. (Tel. 70371.)

CALCUTTA – Mr. F. S. Miles, C.M.G., Deputy High Commissioner, British High Commission, 1 Ho Chi Minh Sarani, P.O. Box 9073, Calcutta 16. (Tel. 44-5171.)

BOMBAY – Mr. M. H. G. Rogers, Deputy High Commissioner, British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 25.99.81/5.)

MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA – Mr. D. J. Brown, M.B.E., First Secretary (Commercial), British Embassy, Djalan Thamrin 75, DJAKARTA. (Tel. 41091/8.)

IRAN – Mr. J. C. Cloake, Counsellor (Commercial), British Embassy, Avenue Ferdowsi, TEHRAN. (Tel. 45011/4.)

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IRISH REPUBLIC – Mr. G. Miles, O.B.E., First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL – Mr. G. B. Chalmers, Counsellor (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 559 a/b R. Prodrom TLVIV.)

ITALY – Mr. J. R. Wraight, C.M.G., Minister and Consul-General; Mr. C. W. Wallace, Deputy Consul-General and Counsellor Commercial), British Consulate-General, Via San Paolo 7, I-20121 MILAN. (Tel. 803-442-6.) (Telex 31528 a/b 31528 Britain.)
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ROME – Mr. A. A. C. Nash, M.B.E., First Secretary (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso 25, I.00185 Rome. (Tel. 776-551-5) (Telex 61049 a/b 61049 Prodrome.)

BARI – Mr. M. W. P. Cronly-Dillon, M.B.E., Consul (Commercial), British Consulate, Corso Vittorio Emanuele 147, I 70122 Bari. (Tel. 211.504.)

FLORENCE – Mr. S. H. Hebblethwaite, C.M.G., Consul, British Consulate, Palazzo Castelbarco, Lungarno Corsini 2, I 50123 Florence. (Tel. 26.35-56.)

GENOA – Mr. W. C. Lyall, M.B.E., Consul-General, British Consulate-General, Via XII Ottobre 2 (13 Piano), I 16121 Genoa. (Tel. 564.833-5.)

NAPLES – Mr. R. L. D. Jasper, C.M.G., Consul-General, British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 663883, 663320.)

PALERMO – Mr. A. G. Evans, O.B.E., Consul, British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.)

TURIN – Mr. L. J. P. J. Craig, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 21464 a/b Britain Turin.)

VENICE – Mr. P. I. Lake, M.C., Consul, British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice. (Postal address, British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.) (Telex 41283 a/b 41283 Britain).

IVORY COAST – Mr. H. B. Herring, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. (Postal address: Boite Postale 2581, Abidjan.) (Tel. 22.66.15 and 32.27.76.) (Telex 706 a/b Prodrome Abidjan.)

JAMAICA – Mr. E. M. Smith, B.E.M., First Secretary (Commercial), British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. (Britcom, Kingston.) (Tel. 932-1930.) (Telex JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. P. G. A. Wakefield (Counsellor Commercial), British Embassy, 1 Ichibancho, Kojimachi, Chiyoda-ku, TOKYO. (Tel. (03) 265-5511.) (Telex 232. 2270 a/b Prodrome TOK.)

OSAKA – Mr. R. M. John, Consul-General, British Consulate-General, Hongkong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b Britain OSA.)

JORDAN – Mr. A. V. E. Gray, First Secretary (Commercial), Commercial Section British Embassy, King Hussein Street, P.O Box 6062, AMMAN. (Tel. 37374-5.)

KENYA – Mr. P. M. Laver, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Wabera Street, NAIROBI, (Tel. 25805 and 28791.) (Telex 22219 a/b Ukrep, Nairobi.)

KOREA – Mr. D. G. Reid, First Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaemun Ku, SEOUL. (Tel. 75-7341/3.)

KUWAIT – Mr. C. T. McGurk, M.B.E., First Secretary (Commercial), British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9, P.O. Box 300, KUWAIT. (Tel. 39221/2.)

LAOS – Mr. J. G. Wallace, First Secretary (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. M. F. Chapman, First Secretary, British High Commission, P.O. Box 521 MASERU. (Tel. 3961.)

LIBERIA – Mr. R. G. Osborn, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 21055, 21107.) (Telex 216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. M. P. V. Hannam, Counsellor (Commercial), British Embassy in Libya, 30 Tariq al Fatah, TRIPOLI, Libya. (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 57*.) (Tel. 31191/5.) For CYRENAICA only: Mr. C. Dyer, Second Secretary (Commercial), British Embassy in Libya, 36 Sharia Gzeir, BENGHAZI. (Postal address: Commercial Section, British Embassy, P.O. Box 1294, Benghazi, Libya Arab Republic.) (Tel. 3670 and 2863.)
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MADEIRA – Mr. P. G. Blandy, Hon. British Consul, British Consulate, 5 Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 21221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, 41 Rue Choiseul, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 226 a/b Prodrome, TANA.)

MALAWI – Mr. R. S. Howe, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, BLANTYRE. (Tel. 2328/9.)

MALAYSIA – Mr. H. C. White, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 1030, 9th Floor, Police Co-operative Building, 1 Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/10.) (Telex 275 a/b UKIMFR, KL.)

KOTA KINABALU – Mr. G. H. Grubb, First Secretary in Charge, British High Commission, Kota Kinabalu Office, P.O. Box 824, 5th Floor, Wing on Life Building, Chester Street, Kota Kinabalu, Sabah. (Tel. 4424, 4456/7.) (Telex 209 a/b Ukrep, JSN.)

KUCHING – Mr. E. G. Lewis, O.B.E., First Secretary in Charge, British High Commission, Kuching Office, Teck Ho Building, Thompson Road, (P.O. Box 1745) Kuching, Sarawak. (Tel. 24221.) (Telex 201 a/b Ukrep, Kuching.)

MALTA – Mr. R. K. Robertson, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA, (Tel. Central 21285/6/7.) (Telex MW249 a/b Ukrep, Malta.)

MAURITIUS – Mr. A. H. G. Amy, Second Secretary (Commercial), British High Commission, P.O. Box 586, Cerne House, Chaussée Street, PORT LOUIS. (Tel. 2-0201.)

MEXICO – (Vacant) Counsellor, British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO 5 D.F. (Tel. 511.48.80/85.) (Telex 01773093 a/b Prodrome, Mex.)

MONGOLIA – Mr. R. Carter, H.M. Ambassador, British Embassy, 36 Peace Street (P.O. Box No. 703), ULAN BATOR, The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO – Mr. E. H. Noble, M.B.E., First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdullah, Boite Postale 45, RABAT. (Tel. 20905/6; 31403/4 and 32996.) (Telex 31022 a/b Prodrome, Rabat.)

CASABLANCA – Mr. D. F. Elliot, Consul-Commercial, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614-40/1.)

TANGIER – Mr. R. W. Ford, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa) – Mr. P. A. Wilde, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENÇO MARQUES. (Tel. 6011/2.)

MUSCAT and OMAN – Capt. M. T. J. Cooper, M.B.E., Vice-Consul, British Consulate-Generale, Muscat. (Tel. 300.) (Telex 216 a/b Britain MB 216.)

NEPAL – Mr. W. D. Wilson, O.B.E., M.C., First Secretary, Head of Chancery and Consul, British Embassy, Lain Chaur, P.O. Box 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. G. L. Pearson, M.C., Counsellor (Commercial), British Embassy, Lange Voorhout 10, THE HAGUE. (Tel. 64.58.00. (Telex 31600 a/b Prodrome, Hague.)

AMSTERDAM – Mr. R. T. Landale, Consul-General, British Consulate-General, Herengracht 460, Amsterdam. (Tel. (020) 234607.)

NEW ZEALAND – Mr. R. A. Daniell, C.B.E., Minister (Commercial and Economic); Mr. C. McLean, M.B.E., First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.I. (Tel. 46-060.) (Telex NZ 3325 a/b NZ3325.)

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CHRISTCHURCH – Mr. W. J. Rumble, First Secretary (Commercial)-in-charge, British High Commission, P.O. Box 1762, B.N.Z. House, Cathedral Square, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.) (Telex NZ4428 a/b Ukrep CH 4428.)

NICARAGUA – Mr. F. B. Sedgwick-Jell, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N. Nicaragua.) (Tel. 25301/2.) (Telex 3420028 a/b Prodmga 3420028.)

NIGERIA – Mr. L. F. Hope, O.B.E., Counsellor (Commercial), British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, LAGOS. (Postal address: Private Mail Bag 12136, Lagos, Nigeria.) (Tel. 51630.) (Telex 21247 a/b Ukrep, Lagos.)

BENIN CITY – Mr. G. d'Arnaud Taylor Deputy High Commissioner, Office of the British Deputy High Commissioner, U.A.C. Main Premises, Siluko Road (Private Mail Bag 1094), Benin City. (Tel. 805/6.)

IBADAN – Mr. J. E. Smallwood, Deputy High Commissioner, Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street (Private Mail Bag 5010), Ibadan. (Tel. 21551.)

KADUNA – The Hon. I. T. M. Lucas, Deputy High Commissioner, Office of the British Deputy High Commissioner, United Bank for Africa Building, Hospital Road (Private Mail Bag 2096), Kaduna. (Tel. 2573/5.)

NORWAY – Mr. G. A. Crossley, Counsellor (Commercial/Economic), British Embassy, Thomas Heftyesgate 8, OSLO, 2, (Tel. 56.38.90/7.) Telex 11575 a/b 11575 UKOSL N.)

BERGEN – Mr. G. C. Littler, T.D., Consul, British Consulate, Slottsgaten 1, Bergen. (Tel. 10990.)

PAKISTAN – Mr. H. A. Twist, C.M.G., O.B.E., Deputy High Commissioner; Mr. C. M. Carruthers, First Secretary (Commercial), British High Commission, 23/5 Adil Chambers, Napier Road, RAWALPINDI. (Tel. 62729, 63287.)

KARACHI – Mr. S. C. Stout, Deputy High Commissioner; Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, McLeod Road, Karachi. (Tel. 230920 (8 lines).)

DACCA – Mr. F. C. D. Sargent, Deputy High Commissioner, British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 243251-3, 244216-7.)

LAHORE – Mr. P. R. Oliver, C.M.G., Deputy High Commissioner, British High Commission, P.O. Box 416, 4 Race Course Road, Lahore, West Pakistan. (Tel. 60141 (2 lines).)

PANAMA – Mr. G. C. O. Key, O.B.E., D.F.C., First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. (Postal address: Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. 23-0451.) (Telex 3481020 a/b Propana.)

PARAGUAY – Mr. A. G. L. Turner, First Secretary (Commercial) and Consul, British Embassy, 25 de Mayo 171, ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 139 a/b Prodrome ASN.)

PERU – Mr. J. G. MacDonald, M.B.E., First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Pacifico-Washington – 12th Floor, Plaza Washington, Avenida Arequipa (Sextra Cuadra), LIMA. (Tel. 283830.) (Telex PX 5230 a/b Prodrome, PX5230.)

PHILIPPINES – Mr. Henry F. Bartlett, O.B.E., Counsellor (Commercial), British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, MANILA. (Tel. 59-24-61.) (Telex MN 3282 a/b Prodrome MN 3282.

POLAND – Mr. H. T. Kennedy, O.B.E., Counsellor (Commercial), British Embassy, Aleje Róz 1, WARSAW. (Tel. 281001-5.) (Telex 813694 a/b PROD PL.)

PORTUGAL – Mr. S. J. Aspden, M.B.E., First Secretary (Commercial), British Embassy, Rua de S. Domingos a Lapa 37, LISBON 3. (Tel. 661191/5.) (Telex 1278 a/b Prolis P.)

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RUMANIA – Mr. J. H. Walsh, O.B.E., First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 011-295 a/b Prodrome BUC.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, Aymarat Al-Attar Al-Jadida (Attar Building) Sharia Abdul Aziz, P.O. Box 393, JEDDA. (Tel. 4536 and 6631.)

SENEGAL – Mr. T. D. Curran, Second Secretary (Commercial) and Consul, British Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 548 a/b Prodrome, DKR.)

SIERRA LEONE – Mr. C. W. S. Dexter, Second Secretary (Commercial), British Trade and Information Centre, 4th Floor, Leone House, Westmoreland Street, FREETOWN. (Tel. 4096.) (Telex 235 a/b Ukrep FTN 235.)

SINGAPORE – Mr. G. F. Finlayson, Counsellor (Commercial), British High Commission, Phoenix Park, Tanglin Road, SINGAPORE, 10. (Postal address: P.O. Box 19, Tanglin Post Office.) (Tel. 64061.) (Telex RS 299 a/b Britcom.)

SOMALI REPUBLIC – Mr. D. C. Lees, Second Secretary and Vice Consul, British Embassy, Via Londra 7/8, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. S. J. Gross, C.M.G., Minister; Mr. A. C. McCarthy, First Secretary (Economic), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)

JOHANNESBURG – Mr. R. A. Farquharson, Deputy Consul-General (Commercial) and Director of Trade Development; Mr. D. St. G. Saunders, Consul (Commercial), British Consulate-General, 8th Floor, B.P. Centre, corner Kerk/Harrison Street, P.O.Box 10101, Johannesburg. (Brit-consul, Johannesburg.) (Tel. 834-6411.) (Telex 43-7115 JH a/b 43-7115 JH.)

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CAPE TOWN – Mr. K. R. Welbore-Ker, O.B.E., Consul-General, British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)

DURBAN – Mr. H. N. Pullar, C.B.E., Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) Telex 6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. J. D. Lewis, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SOUTHERN YEMEN – Mr. D. R. MacLennan, Third Secretary, British Embassy, Tarshyne, ADEN, People's Republic of Southern Yemen. (Tel. 24171.)

SPAIN – Mr. M. H. M. Reid, Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 419-0200/8.) (Telex 27656 a/b 27656 Ingla E.)

BARCELONA – Mr. D. H. Clibborn, C.M.G., Consul-General, British Consulate-General, Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO – Mr. B. W. Gordon, Consul-General, British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780, 214789.)

SEVILLE – Mr. F. A. Reynolds, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

VALENCIA – Mr. K. Oldfield, M.B.E., Consul, British Consulate, Calle Coronista Carreras 1, 4a, Valencia 3. (Tel. 21-12-75.)

VIGO – Mr. A. S. Lindsay, M.B.E., Consul, British Consulate, Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49, Vigo. (Tel. 211450.)

PALMA DE MALLORCA – Mr. D. E. P. Pollard, Consul, British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212445.)

LAS PALMAS – Mr. N. F. Date, Consul, British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones 37, Apartado 20, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

SANTA CRUZ – Mr. R. S. Webster, Consul, British Consulate, Calle del Si 3, 3rd Floor (esquina a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, Canary Islands. (Tel. 24-20-00.)

SUDAN – Mr. P. L. V. Mallet, Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue. KHARTOUM. (Tel. 70760, 70766-9.)

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High Commission offices – 'Ukrep' followed by the town name.

SURINAM – *There is an Honorary Vice-Consul at Paramaribo who will be pleased to see business visitors. His name and address is:*

Mr. R. E. Aletrino, P.O. Box 1300, PARAMARIBO.

SWAZILAND – Mr. A. G. Elgar, O.B.E., Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex SAX 39, a/b SAX 39.)

SWEDEN – Mr. J. I. McGhie, Counsellor (Commercial), British Embassy, Skarpögatan 6-8, S-115 27 STOCKHOLM. (Tel. 67.01.40.) (Telex 19340 a/b Britemb S.)

GOTHENBURG – Mr. J. O. May, C.B.E., Consul-General, British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 13.62.77.) (Telex 20041 a/b Britain S.)

MALMO – Mr. R. F. G. Taylor, M.B.E., Consul, British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 30806.)

SWITZERLAND

ZURICH – Mr. A. C. Maby, C.B.E., Consul-General and Director of Trade Promotion British Consulate-General, Dufourstrasse 56, 8008 Zurich. Tel. (051) 34.40.42.) (Telex 54260 a/b 54260 UKZUR CH.)

[*Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.*]

BERNE – Mr. D. T. West, Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b UK BNECH.)

BASLE – Mr. I. H. May, M.B.E., Consul, British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.) (Telex 62959 a/b 62959 UKBAL CH.)

GENEVA – Mr. L. J. Evans, Consul-General, British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00., 33. 23. 85.) (Telex 22956 a/b 22956A or (B) UKGV CH.)

TAIWAN – Mr. J. A. Featherstone, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

[*The Commercial Section of the Consulate is at 289 Chang An West Road, Taipei. (Tel. 41425.)*]

TANZANIA – Mr. R. G. W. Beer, M.B.E., First Secretary (Commercial), British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, DAR-ES-SALAAM. (Tel. 29601.) (Telex 41004 a/b Ukrep DSM.)

THAILAND – Mr. D. Montgomery, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 53291.)

TOGO – Mr. D. R. Emsley, Third Secretary, British Embassy, Boulevard Circulaire Boite Postale 892, LOME, Republic of Togo. Tel. 2085.) (Telex 210 a/b Prodrome, Lomé.)

TONGA – Mr. H. A. Arthington-Davy, O.B.E., British High Commissioner, British High Commission, NUKUALOFA.

TRINIDAD AND TOBAGO – Mr. B. A. Pennock, Deputy High Commissioner and Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

TRUCIAL STATES

ABU DHABI – Mr. M. J. Copson, Second Secretary (Commercial); HM Political Agency, Commercial Secretariat, First Floor, Shaikh Khalid Bin Sultan Building No. 3 (P.O. Box 248), Abu Dhabi. (Tel. 22571/3.) (Telex AH234 a/b Political AH 234.)

DUBAI – Mr. G. P. Lockton, Second Secretary (Commercial), HM Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 21452.) (Telex 426 a/b Political DB 426.)

TUNISIA – Mr. J. B. Wright, First Secretary, (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. R. Walker, Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi 46a, Cankaya, ANKARA. (Tel. 183240/45.)

ISTANBUL – Mr. A. B. Horn, Consul-General, British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75. 40 and 44.75.45-9.) (Telex 298 a/b Britain IST.)

UGANDA – Mr. R. W. Howell, First Secretary (Commercial), British High Commission, P.O. Box 7070, 10-12 Obote Avenue, KAMPALA. (Tel. 57054/9.) (Telex 61006 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. G. L. Simmons, M.V.O., Counsellor (Commercial), British Embassy, Kar-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Mr. D. C. Tebbit, C.M.G., Minister (Commercial); Mr. B. W. Meynell, Counsellor (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W., Washington, D.C. 20008. (Tel. 4621340 Area Code 202.) (Telex 892370 a/b Prodrome, WSH.)

NEW YORK – Mr. J. C. M. Mason, Director of Trade Development and Deputy Consul-General (Commercial), British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258 (Area Code 212.) (Telex 126919 a/b Prodrome NYK.)

[*New York is the senior commercial post and the central point for British trade promotion work in the U.S.A. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address*]

ATLANTA – Mr. B. R. Curson, C.M.G., Consul-General, British Consulate-General, Suite 912, 225 Peach Tree Street, N.E., Atlanta, Georgia 30303.) (Telex 524-2691/2 Area Code 404.) (Telex 542517 a/b Britain ATL.)

BOSTON – Miss L. E. T. Storar, Consul-General (Commercial), British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810 Area Code 617.) (Telex 946412 a/b Britain BSN.)

CHICAGO – Mr. A. K. Rothnie, C.M.G., Consul-General, British Consulate-General, 33 N. Dearborn Street, Chicago, Ill.60602. (Tel. 346-1810 Area Code 312.) (Telex 254432 a/b Britain CGO.)

CLEVELAND – Mr. M. J. Marshall, C.M.G., Consul-General, British Consulate-General (Commercial), 1823 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674 Area Code 216.) (Telex 980126 a/b Britain CLV.)

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel 637-3600 Area Code 214.) (Telex 730382 a/b Britrade DAL.)

DETROIT – Mr. E. I. R. MacGregor, C.M.G., Consul-General (Commercial), British Consulate-General (Commercial), 1008 Detroit Bank and Trust Bulding, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776 Area Code 313.) (Telex 230158 a/b Britain DET.)

HONOLULU – Mr. D. F. P. Williams, M.B.E., Consul, British Consulate, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9.) (Telex 634161 a/b Britain 634161.)

HOUSTON – Mr. A. J. W. Hockenhull, O.B.E., Consul-General, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301 Area Code 713.) (Telex 762-307 a/b Britain HOU.)

LOS ANGELES – Mr. A. A. E. Franklin, C.V.O., C.B.E., Consul-General, British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90005. (Tel. 385-7381 Area Code 213.) (Telex 677421 a/b Britain LSA.)

MIAMI – Mr. D. W. M. Pierrotti, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6 Area Code 305.) (Telex 519468 a/b Britain MIA.)

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Consul (Commercial), British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921 Area Code 612.) (Telex 290122 a/b Britrade MPS.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143).** A great deal of overseas commercial information is on record and can be supplied immediately.

PHILADELPHIA – Mr. C. A. Thompson, Consul - General, British Consulate-General (Commercial), 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430 Area Code 215.) (Telex 834636 a/b Britain PHA.)

PORTLAND – Sir James McDonald K.B.E., Honorary Consul, British Consulate, 715 World Trade Building, 333 S.W. Oak Street, Portland, Oregan 97204. (Tel. 227-5669 Area Code 503.)

SAN JUAN – Mr. M. J. A. P. Sullivan, Consul, British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 365270 a/b 365270 Britain.)

ST. LOUIS – (Vacant)
Consul (Commercial), British Consulate-General (Commercial, 7th Floor Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9 Area Code 314.) (Telex 447190 a/b Britain STL).

SAN FRANCISCO – Mr. J. Murray, C.M.G., Consul-General, British Consulate-General, 9th Floor, Equitable Life Buildings, 120, Montgomery Street, San Francisco 94104, California. (Tel. 981-3030 Area Code 415.) (Telex 340628 a/b Britain SFO.)

SEATTLE – Mr. F. J. Pelly, M.B.E., Consul-General, British Consulate-General, (Commercial) 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253 Area Code 206.) (Telex 329602 a/b Britain SEA.)

[There is also a Vice-Consul at Baltimore and a Consul at Norfolk who will be glad to see business visitors.]

BALTIMORE – Mr. H. M. Stewart, M.B.E., Vice-Consul, British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082 Area Code 301.)

NORFOLK – Mr. A. L. Nicholson, Honorary Consul, British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934 Area Code 703.)

URUGUAY – Mr. D. R. Collard, First Secretary (Commercial), British Embassy, Edifico Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 398139 a/b Prodrome UY.)

U.S.S.R. – Mr. N. E. Cox, Counsellor (Commercial), British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 241-1033/4.) (Telex 341 a/b Prodrome Moscow.)

VENEZUELA – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 91.10.91, 91.12.55.) Telex 22768 a/b 22768 Procarac.)

VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23441/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

ZAGREB – Mr. J. A. Dobbs, O.B.E., T.D., Consul-General, British Consulate-General, Ilica 12/II, Zagreb. (Tel. 37627, 424418, 36697.) (Postal address: Britanski Generalni Konzulat, Zagreb, C.2.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAMBIA – Mr. J. B. Whittington, First Secretary (Commercial), British High Commission, Nationalist Road, P.O. Box RW50., LUSAKA. (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, WINDHOEK, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Service Bureau, HAMILTON. (Tel. 1-2038.)

BRITISH HONDURAS: The Permanent Secretary, Ministry of Trade and Industries, P.O. Box 485, BELIZE CITY. (Tel. 3476.)

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant - General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 425/21, 431-02.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, O.B.E., C.M.G., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, O.B.E., c/o Western Samoa Trust Estate Corporation, P.O. Box 1166, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA; Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, HONIARA, British Solomon Islands Protecorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

Guide to countries in which towns are situated

Place	*Country*
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Port Louis	Mauritius
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	Country
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Taipei	Taiwan
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
D. P. Dick, Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178).

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
J. Lister, City House, New Station Street, Leeds. LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
J. S. Norman, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104).

Midland Region

Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham B15 1SJ (Tel. 021-643 8221. TELEX 337021).

Eastern Region and London (E, EC, N, WC postal districts)

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)

Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Middlesex, Surrey and Sussex.
C. G. Cruickshank, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991).

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

Wales

The whole of Wales and Monmouthshire.
G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. 0222 62131. TELEX 49267).

Scotland

The whole of Scotland.
V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland

Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

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Prices in brackets include postage.

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HMSO

Table 1. Total deliveries of electronic computers

£ thousand current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,138	15,767	1,010	49	89	223,158	63,328	11,607
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
2nd quarter	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
3rd quarter	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
4th quarter	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 1st quarter p	34,498	11,246	179	79	2,945	1,297	2,760	978	20,706	5,772	61,088	19,322	4,735	7	22	100	65,945	19,396	4,326
2nd quarter p	38,528	10,823	291	34	4,927	2,115	3,130	1,178	19,359	5,798	66,235	19,948	4,672	16	26	63	70,996	19,964	2,468

Table 2. Deliveries of electronic computers (British made)

£ thousand current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1968 1st quarter	17,173	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,586
2nd quarter	18,223	6,344	234	3	735	222	1,041	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	188	882	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2nd quarter	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3rd quarter	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4th quarter	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19,422	2,077
1970 1st quarter p	25,335	11,121	144	79	2,656	1,294	2,760	978	16,583	5,696	47,478	19,168	2,697	7	22	90	50,287	19,242	3,525
2nd quarter p	25,674	10,781	291	34	4,671	2,112	2,817	1,178	14,141	5,774	47,594	19,879	2,829	16	26	57	50,506	19,895	2,468

Table 3. Deliveries of electronic computers (Factored)

£ thousand current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (†)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	14	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	34	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1968 1st quarter	4,273	380	—	—	468	—	9	—	3,057	12	7,807	392	785		—	—	8,592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
2nd quarter	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
3rd quarter	5,709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
4th quarter	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 1st quarter p	9,163	125	35	—	289	3	—	—	4,123	26	13,610	154	2,038	—	—	10	15,658	154	801
2nd quarter p	12,854	42	—	—	256	3	313	—	5,218	24	18,641	69	1,843	—	—	6	20,490	69	—

(†) Work done in United Kingdom only

(*Continued on next page*)

UK COMPUTERS, *continued*

Table 4. Orders on hand for electronic computers and peripherals

	Total			Of UK Manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	250·0	201·0	49·0	157·0	108·0	49·0	93·0	93·0	—
June 30	282·8	218·2	64·6	182·3	117·7	64·6	100·5	100·5	—
September 30	285·7	220·6	65·1	182·4	117·3	65·1	103·3	103·3	—
December 31	294·7	224·7	70·0	185·1	115·4	69·7	109·6	109·3	0·3
1970 March 31	321·8	244·0	77·8	202·1	124·3	77·8	119·7	119·7	—
June 30	330·8	238·6	92·2	216·8	124·6	92·2	114·0	114·0	—

Table 5. Numbers employed in UK electronic computer industry

	Total	R & D	Manufacturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 December 31	41,600	4,800	17,000	5,600	14,200
1968 December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900
June 30	45,800	5,200	17,600	5,700	17,300
September 30	47,800	5,200	18,600	5,800	18,200
December 31	48,800	5,700	19,000	5,800	18,300
1970 March 31	48,900	6,000	18,700	5,500	18,700
June 30	49,700	6,100	19,100	5,500	19,000

Business Monitor

THE FOLLOWING titles and issues of *Business Monitor* are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

Monthly at £1 a year post free:
- *Radios, Television Sets and Sound Reproducing Equipment for June* 1970
- *Clothing for July* 1970
- *Trailers for January* 1970

Quarterly at 7s. 6d. a year post free:
- *Lace for Second Quarter* 1970
- *Pesticides and Allied Products for Second Quarter* 1970
- *Cranes for Second Quarter* 1970

Service and Distributive Series for August 1970.

Monthly at £2 each a year post free:
- *Food Shops*
- *Clothing and Footwear Shops*
- *Durable Goods Shops*
- *Miscellaneous Non-Food Shops*

A complete list of titles of *Business Monitors* was last published

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23, on page 620.

New Business Monitor for wallcoverings

THE FIRST results have now been published in the *Business Monitor* series of a new quarterly statistical inquiry into manufacturers' sales of wallpaper and vinyl wallcoverings. The figures relate to the second quarter of 1970.

Hitherto, no short period information has been available in this field and an important purpose of the inquiry is to provide industry with detailed figures of product sales for marketing and management purposes. The inquiry was started after consultations with manufacturers and has been designed to fit into the new system of industrial statistics which the Government Statistical Service will be introducing, industry by industry, over the next two to three years.

The new inquiry covers establishments with 25 or more employees which account for a very high proportion of total output. In the second quarter 1970 their sales of wallpaper amounted to about £7 million and paper backed vinyl wallcoverings to £2 million.

The new monitor (reference P86) is available on subscription of 7s. 6d. per year from HMSO, PO Box 569, London, S.E.1.

Note:

The re-organization and development of official industrial statistics was described in an article by Mr. J. Stafford, Director of Statistics, Board of Trade, in the May 1968 issue of ***Statistical News***, published by HMSO.

Production of man-made fibres in August

THE VOLUME of production of man-made fibres in August was 16 per cent more than in August 1969.

Total production by weight of man-made fibres in August was 13 per cent more than in August 1969 with output of continuous filament 3 per cent more and staple fibre 21 per cent more.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188,6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
1969 April	104·7	46·3	58·3
May	109·9	49·9	60·0
June	102·2	46·4	55·9
July	92·5	43·0	49·5
August	89·1	40·8	48·3
1970 April	116·3	49·9	66·4
May	113·8	50·7	63·1
June	113·0	48·4	64·6
July	115·1	46·9	68·2
August	100·4	41·8	58·6

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253
August	219	260

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Inquiries Tel. 01-222 7877, Ext. 2867 or 2858.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, October 2, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Buttercup Chain	Br/E 35077	95	September 29	Columbia Pictures Corporation Ltd.	Columbia (British) Productions Ltd.
Island Of The Big Cloth	Br/E 35080	23	September 29	Cinerama International Releasing Organization	International Film Associates (Scotland) Ltd.
When Dinosaurs Ruled The Earth	Br/E 35083	100	September 30	Warner Bros. Distributors Ltd.	Hammer Film Productions Ltd.
World Of The Waterways	Br/E 35084	26	September 30	New Realm Distributors Ltd.	British Railways Board Films Service
Movietone News 2156	Br/E 34927	8	September 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2156A	Br/E 34928	7	October 2	,, ,, ,,	,, ,,
				FOREIGN	
A Man For Emmanuelle	F 35078	94	September 29	S.F. Film Distributors Ltd.	Rofima Cimematografica, Milan
Too Late The Hero	F 35079	144	September 29	Cinerama International Releasing Organization	A.B.C Picture Corp.
Don't Look Back	F 35081	95	September 29	Fair Enterprises Ltd.	D. A. Pennebaker
La Chinoise	F 35082	95	September 29	,, ,,	Productions de la Gueville, Parc Films, Simar Films, Anouchka Films, and Athos Films Paris
The Great Bank Robbery	F 35085	95	September 30	Warner Bros. Distributors Ltd.	Warner Brothers Pictures Inc.

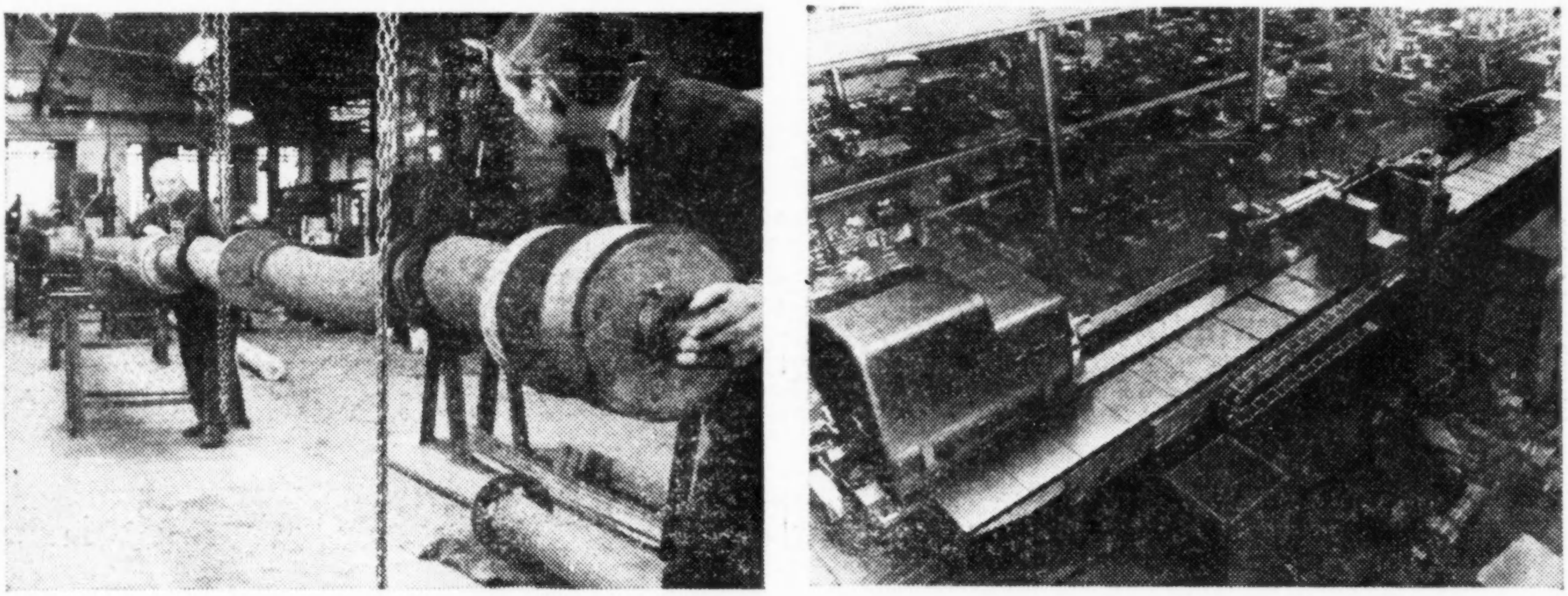
New companies registered in Northern Ireland

IN THE month of August, 18 private companies with a total nominal capital of £163,900 and one public company and one private company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-August 229 companies with a total nominal capital of almost £2,099,000 were registered as compared with 195 companies with a total nominal of £1,357,000 registered in the same period in 1969.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).



Exports to Canada: (left) one of the two 13-foot banks of springs being inserted in a roller during construction of a range of rolling shutter doors at G. Brady and Co. Ltd., Manchester. The doors are to be installed in the Utah Copper and Mining Corporation's process plant on Vancouver Island. (Right) a giant £100,000 roll grinding machine, built by The Churchill Machine Tool Co. Ltd., Altrincham, is now on its way to the forest-products complex at The Pas, Manitoba, Canada, where it is to be installed in a new papermaking mill. The picture shows a test roll of the machine.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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to JAN 29

Make a date with business

If you're in the Hardware trade, you need to be in London at the end of January.

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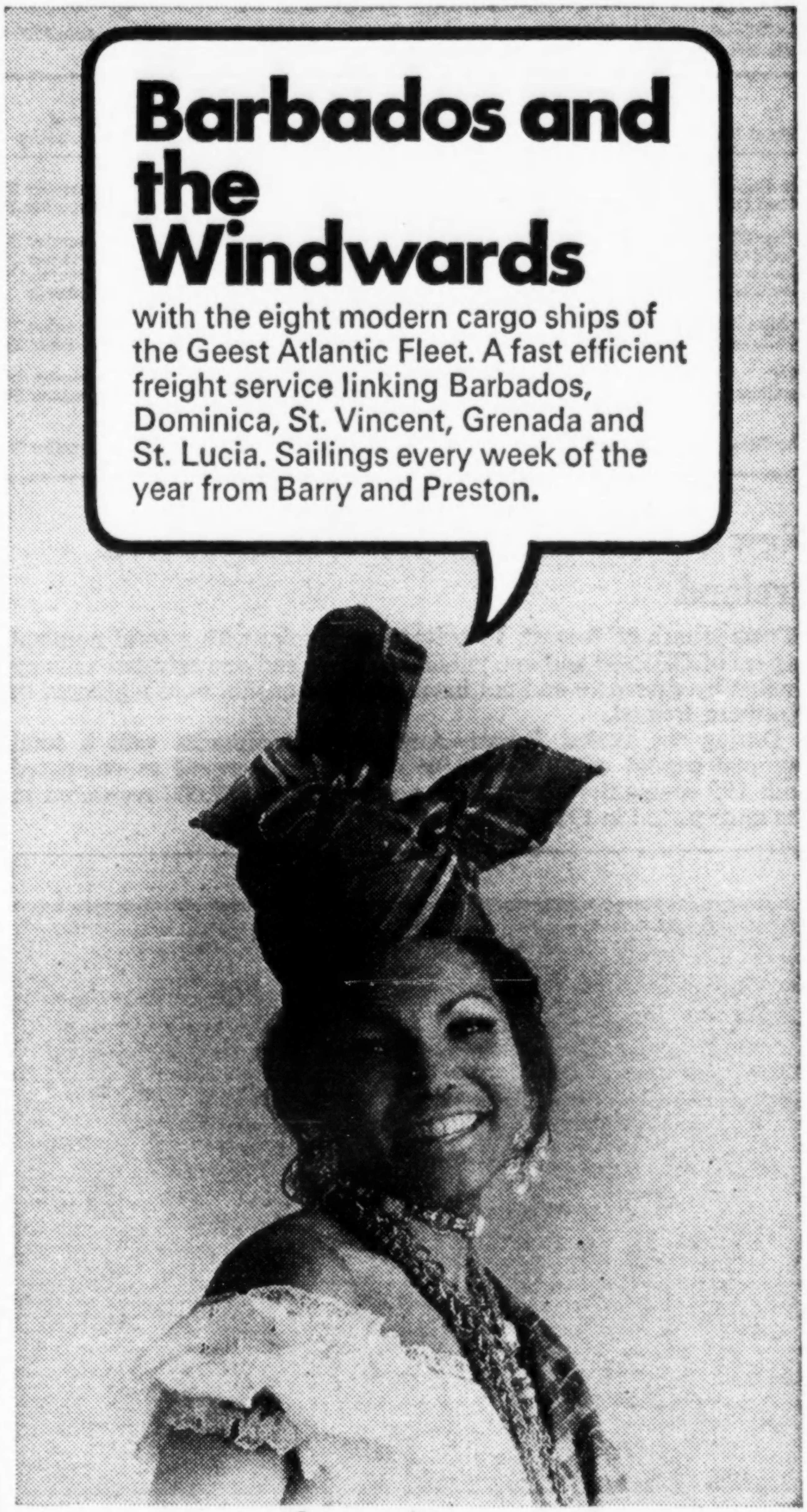

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Exhibitions and Fairs

Vital role of consumer goods in 'Britain in Finland, 1970'

From Elizabeth Hartley, Information Division, Board of Trade

THE BRITISH Shopping Fortnight in Finland, which was opened in Helsinki on September 25 by the Duke of Edinburgh, is a clear demonstration of the vital part that consumer goods play in the drive to increase our exports to Finland.

The Board of Trade is supporting two street associations in Helsinki and 13 trading organizations, who are staging British promotions during this period. Together with their branches they reach out to some 5,500 retail outlets in every part of the country.

The vast variety of British-made products on sale, the shop windows in every town dressed with flags and the 'British Week' box symbol, the pages of advertisements of British goods in each of the three main papers together with daily reports of events and visitors, pictures of pipers and bands and policemen – all these things are bringing home to everyone the fact that Britain is indeed in Finland this year.

The Shopping Fortnight opened two days before the close of the International Trade Fair, where the British section dominated all others – a fortuitous overlap that gave continuity to these two highlights of the trade drive that was further increased by the fact that the simple tape-cutting opening ceremony was performed by the Duke two days after his visit to the fair on British Day, September 23. His tour of the main shopping area following the opening ceremony caused scenes of immense enthusiasm.

Among other leading personalities visiting the International Trade Fair and the shopping promotions both in Helsinki and the provinces was Mr. Anthony Grant, Parliamentary Secretary of the Board of Trade. Lord Caldecote, chairman of the Export Council for Europe, attended with several other council members. The Export Council entertained Prince Philip and the President of Finland at dinner and later its members assisted in the opening ceremonies of the shopping fortnight in the smaller towns.

The leading retail and wholesale groups who are staging simultaneous British promotions are certainly making an all-out effort. Stockmanns, the 'Harrods' of Helsinki with three prestige stores, who put on a highly successful British promotion in 1966 have a 30 ft. long representation of Tower Bridge standing across the whole of one side of the well of their main store, faced by outsize banners and coats of arms.

British goods predominate on every floor (one American visitor complained that she could not buy anything else – 'and I have just left London') and everywhere there are telling arrangements of the Board of Trade box symbol and the store's paper guardsmen – singly, in twos and threes, or in whole battalions suspended from the lights.

There are fashion parades, cosmetic demonstrations, special displays of toys and sports goods, an important Marks and Spencers section and in the basement three Emmett machines and a collection of *Punch* cartoons with captions in three languages, English, Swedish and Finnish. To judge by the hilarious reaction of the throngs of visitors, the humour loses little in translation.

British goods are equally strongly represented at Pukeva, which has two department stores specializing in clothing, textiles, hardware, toys, sports goods and cosmetics – the last-named emphasized by the presence of a double decker bus painted yellow, that is parked outside the door to advertise Mary Quant products. The special attraction here is Carney's model airport, which draws crowds of spectators of all ages.

The 19 members of the Aleksanterinkatu Street Association – Helsinki's main shopping street – have organized specialized British promotions of clothing, footwear, musical instruments radio and gramophone equipment and records, fabrics and knitwear, toiletries and leather goods, books and magazines.

Prominent part

'Instrumentarium' with 20 shops throughout Finland is featuring British hospital and surgical equipment – a forerunner to the 'Physicians Days' exhibition in November in which British firms will be taking a prominent part.

Tillander, the well-known Helsinki jewellers, who are also a member of this street association, have a special display of modern British jewellery which was reflected in the Council of Industrial Design display.

Kaisaniemenkatu, the second participating street association, has 29 shops selling a very wide variety of British goods, among them a branch of Tuko, the central purchasing organization for 2,500 food supermarkets and self-service shops throughout Finland; and Sok, central co-operative organization covering about 5,000 retail shops including 50 department stores.

Other very large buying concerns who are taking part in the Shopping Fortnight include: Kesko, wholesale buying organization with chains of specialist food, hardware and textile shops and some department stores; Rauta-

(*Continued on next page*)

The Duke of Edinburgh pauses for a drink during his visit to Helsinki

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BRITAIN IN FINLAND, *continued*

konttori, with 60 hardware dealers throughout Finland; Otk, a consumer co-operative with about 4,000 retail outlets including 15 department stores in Helsinki and seven in other towns.

Asko are promoting British furniture in the provincial towns of Lahti and Jyvaskyla, and the Finnish Footwear Association of 27 retailers are themselves arranging promotions of British shoes in 75 shops throughout the country.

Ready-to-wear clothing is getting a great deal of attention, backed by fashion parades in several stores, and even in a pedestrian shopping precinct, watched by crowds who appeared oblivious to a biting wind. The chairman, director and council members of the British Menswear Guild gave a reception in Helsinki for their principal customers, and stores are showing many fine displays of menswear and of clothing made from British wool cloth, for which there is a growing demand in Finland. The wool textile industry – ever ready to grasp the opportunities presented by overseas promotions – is playing a full part in the trade drive and the industry's official insignia 'Woven in the British Isles' can be seen everywhere; in swing tickets on garments, sew-in labels, showcards and flags and on models of London buses that are given away to customers.

Growth continuing

Mr. Donald Robinson, European Promotion Manager for the British Wool Textile Export Corporation, says 'in 1961 when Finland made the first EFTA tariff reductions Finland imported 440,000 sq. yds. of British wool cloth, at a total value of £375,000. Last year the corresponding figures were 2,449,000 sq. yds., at a total value of £1,621,000—representing an increase of 457 per cent. The total value of all our industry's products (including yarns) imported by Finland in 1969 was a record £4 million, and the most recent figures indicate that this growth is still continuing'.

Finnish radio and television, like Finnish papers, have given very good coverage to the shopping fortnight and to the Royal Visit. There have been daily news bulletins and commentaries on all the major events including the visit of the naval ships and the Ministry of Public Building and Works display of ancient monuments. A live television programme was broadcast on Saturday from the British section of the ITF, and further programmes are in preparation.

In his speech to the Anglo-Finnish Trade Association before leaving Helsinki, the Duke said that the project of the trade drive might be considered a success, if after five years our trade gap with Finland had been reduced by half and if the total two-way volume of trade had been doubled. 'That' he said, 'is quite a target.'

Finnish stores bought £2.4 million worth of consumer goods in preparation for the shopping fortnight above their normal purchases. It is estimated that sales of British products at the ITF have reached the £1 million mark. In October there will be two important all-British events; the Engineering Week and Motor Show, with a joint venture representation at the International Business Machines and Equipment Exhibition; followed in November by strong British participation in the International Food Fair and the more specialized 'Physicians Days'.

With exports to Finland up by 30 per cent during the first six months of 1970 compared with those of the same period a year earlier, It is already apparent that the series of trade missions and exhibitions that formed the first half of the trade drive has provided initial impetus towards the five-year target. There can be little doubt that figures for the second six months of 1970 will show an equally significant rise.

All set for the big London Motor Show

THE MOTOR industry will be 'at home' to the public at the London Motor Show at Earls Court for 10 days from October 14-24. Once again cars, components, accessories, service equipment and the other luxury items and essentials of motoring from all over the world will be displayed at Earls Court.

This year 28 British makes of car will be shown alongside five French makes; eleven from the United States and Canada; seven from Italy; nine from Western Germany; four from Japan; three from Russia; two from Sweden and one each from Holland, Eastern Germany, Czechoslovakia, Austria and Switzerland.

In all, 61 companies will participate in the car section.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Forty firms place immediate bookings for second International Trade Fair in Brighton

'WE WERE quite right in going international and changing our title' – this was the comment of Mrs. Nora Potter, director and secretary of the Federation of Sussex Industries following the recent successful Brighton International Trade Fair at the Metropole Exhibition Halls, September 5-12.

This exhibition had previously been the Franco British exhibition and was held alternately in Brighton and Dieppe, but with other countries wishing to participate, Brighton, for the first time, went international.

As well as firms from all over Britain, there were exhibitors from Sweden, Norway, France, Finland, the Philippines, Indonesia, India, Japan, Switzerland and the Netherlands.

Princess Margaretha of Sweden, accompanied by her husband Mr. John Ambler, performed the opening ceremony, supported by the Mayor and Mayoress of Brighton, other Sussex Mayors and civic dignitaries, the High Commissioner for India, the Indonesian Ambassador, The Minister Plenipotentiary for Economic Affairs in the Royal Netherlands Embassy, The French Counsellor (Commercial), the Secretary in the Swedish Embassy, and the Deputy Director of the Information Centre of the Japanese Embassy.

There were many overseas visitors to the fair including boat-loads daily from France, who were particularly interested in the Food Hall. The fair was divided into several sections and the ground floor housed engineering, building products, electronics, printing and sporting goods, including the Bluebird car in which the late Donald Campbell won the land speed record in Australia in 1964. This was shown together with a new jet boat and other products by the Norris Bros. group of companies – the designers of the Bluebird.

On the first floor there were exhibits of furniture, foods, fashion, fancy goods, household and garden products, with the stands and films from the Oriental countries attracting considerable interest.

Thousands of pounds worth of business was done, and so successful was the exhibition that 40 firms, including two from Germany, have already booked for the 2nd Brighton International Trade Fair which will again be held in the Metropole exhibition halls from September 18-25, 1971.

Big opportunities exist at Zagreb Autumn Fair

A report from the British Consulate-General, Zagreb

THE 80TH Zagreb Autumn Fair, staged from September 10-20, was the biggest ever held. There were 6,275 exhibitors (1,265 Yugoslav and 5,010 foreign, and 34 countries participated with collective exhibitions, 16 with individual stands. The number of visitors exceeded 1.5 million.

Among the foreign exhibitions the American pavilion proved to have the greatest attraction for the general public who were naturally curious to see a piece of moon rock displayed in a glass case at the entrance. The pavilion itself was given over to an impressive exhibition of American achievement in industrial design.

Of the foreign commercial exhibitions the most extensive were mounted, as usual, by Yugoslavia's near neighbours, West Germany, Italy and Austria. The West German and Italian pavilions each contained around 300 exhibitors and the Austrian about 100. India and Canada were among the other foreign countries with smaller separate pavilions.

The United Kingdom's participation in the fair was even more modest than usual. Wadkin Ltd., who are well known in this market, Rye Machinery Sales (High Wycombe) Ltd., and W. A. Fell Ltd. took part in a joint venture in the field of woodworking machinery. Pilcon Engineering, of Basingstoke, mounted an individual exhibition of their drilling equipment, and the manufactures of a score of other British firms were to be seen on the stands of their Yugoslav agents.

Pilcon, exhibiting for the first time, found great interest in their Wayfarer system for site investigation and water well drilling. They were much encouraged both by sales made and a large number of promising inquiries.

Coles Cranes, who are regular exhibitors, had a successful fair with much new business in prospect. Muir Hill of Gloucester, exhibiting for the first time, also expressed great satisfaction over the demand for their dumpers.

Altogether, the impression remains that the Zagreb Autumn Fair could be used by many more British firms to open up or develop their position in the Yugoslav market.

Most northerly British promotion opened in Lulea

BRITISH SHOPPING WEEK, Lulea, the most northerly promotion of British goods ever staged, was opened by the British Ambassador to Sweden, Sir Archibald Ross, on September 18. Early reports indicate that the promotion and its supporting events have attracted considerable enthusiasm from the people of this northern Swedish town.

The British Shopping Week in Lulea, one of three such events in Sweden this autumn (the others are at Gavle and Halsingborg), has been organized by a committee of local retailers and officials on their own initiative, with support from the Board of Trade and the British National Export Council, Council for Europe, and is a direct consequence of the successful British Week held in Stockholm in 1968.

Showing the flag

Appropriately for what is Sweden's largest export port, the Shopping Week has been marked by the first visit from the British Royal Navy for at least 50 years. Four pipers from the Gordon Highlanders are drawing spellbound crowds wherever they perform, and two policemen from the Durham Constabulary are being greeted wherever they go with the enthusiasm which seems to be reserved for these unofficial ambassadors from Britain.

A London double-decker bus is proving as much of a draw, and the favourable impression that these attractions provide is supported by a range of exhibitions on British themes, and by a wealth of display material provided by the Board of Trade.

Most important, though, the British atmosphere of the town is being reflected in the trade of the local shopkeepers, who report that strongest selling lines are wool textiles, biscuits, marmalade and confectionery.

Provisional estimates are that some £200,000 worth of new consumer goods business may result from this promotion.

Natural resources

Lulea is the centre and outport for Sweden's Norrland area, rich in minerals – it contains some 90 per cent of Sweden's iron ore – and timber – with some 30 per cent of her forests. With such a wealth of natural resources, new industry is being attracted to the area, and the population of Lulea is expected to rise from its present 60,000 to around 80,000 in the next 20 years.

The British Shopping Week, consolidating the influence of the successful British Week in Stockholm in 1968, has enabled British consumer goods to establish themselves with this vast new public, with its considerable spending power.

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Over 200 exhibits at Stuttgart International Hairdressers exhibition

A report from the British Consulate-General (Commercial Section), Stuttgart

THE LARGEST and, by all accounts, the most successful International Trade Exhibition of Hairdressing Requisites and Cosmetics held so far, took place at the Killesberg Exhibition Grounds at Stuttgart from September 13-15. The exhibition was held in conjunction with the World Hairdressing Championships also taking place at Killesberg.

Nearly 200 companies participated in this colourful, noisy and exuberant event and it is reported that some 22,000 people paid to enter the exhibition grounds in addition to a large number of official and trade visitors. These visitors came from all parts of Europe and from as far afield as Japan, Australia, Hong Kong and North America.

It was noticeable that throughout the exhibition great emphasis was placed on the use of wigs and hair-pieces at all price levels and made from human hair as well as a wide variety of man-made fibres. There was little, however, that was genuinely new among the products on display and there were no exhibition 'surprises'. Many participating companies made up for this lack of novelties by mounting extravagant and eye-catching displays and by lavish stand decoration.

The United Kingdom was represented by 10 companies participating in a joint venture organized by the Board of Trade and the Hairdressing Manufacturers' and Wholesalers' Association of Great Britain in conjunction with the Central Office of Information, as well as by five companies exhibiting independently.

The shell scheme of the British joint venture stand, which covered an area of 240 square metres, was designed by the Central Office of Information in a striking colour scheme of orange and white with a large Union Jack displayed on a raised portion of the roof. Each individual stand opened on to its neighbour on three sides and this open planning emphasized the group nature of the exhibits. Each of the individual exhibitors was well pleased with the design of the stand and each made good use of the space available with tasteful and eye-catching displays of his or her company's products.

An information stand, manned by Mr. R. A. Marshall of the Hairdressing Manufacturers' and Wholesalers' Association of Great Britain provided a liaison service for the British exhibitors and there was also a pleasant lounge for private business discussions.

Sale reported by the group were quite substantial but what was even more encouraging were the number of inquiries received during the exhibition, many of which have every chance of resulting in substantial future business. The general verdict was that it had been a stimulating and successful exhibition.

British Pavilion for Technology '71

THE NEXT International Fair in Israel – from June 7-17 – will be entitled 'Technology '71' and will be devoted exclusively to capital goods. A British Pavilion will be organized by the Board of Trade and BNEC Israel is now assisting in enlisting industry's support.

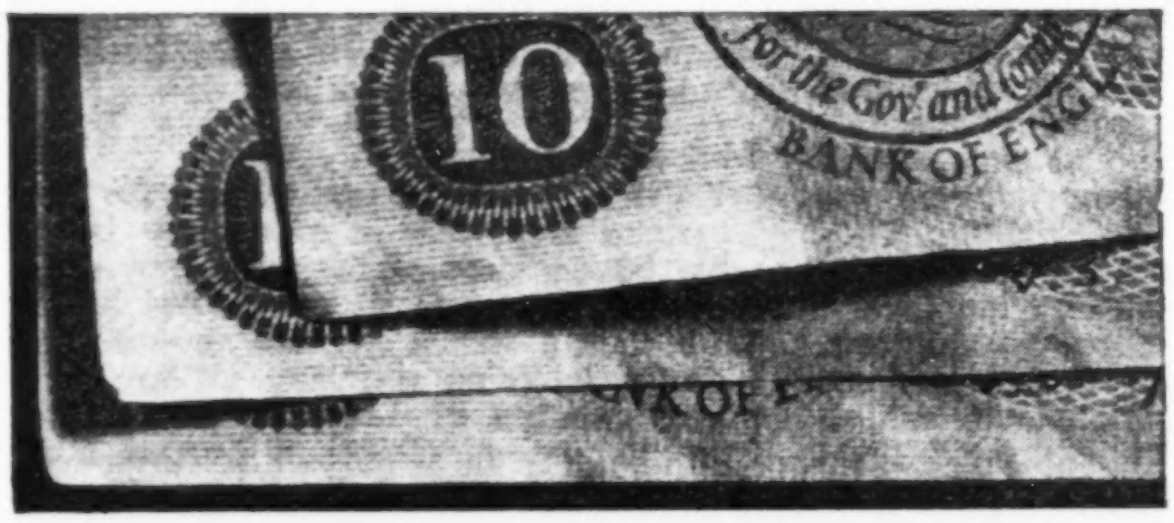
The exhibition will offer a first class opportunity to firms to follow up the British Engineering and Scientific Exhibition in December 1969 which produced over £3 million worth of new business.

In spite of troubled conditions in the Middle East, United Kingdom exports to Israel this year remain at almost the same level as last year's record figure of £103 million. They would be even higher were it not for the recession in the diamond trade. 'Technology '71' will provide an excellent opportunity for British industry to show its latest achievements.

Top priority

The British Embassy in Tel Aviv considers that manufacturers of components for the metal working, electronic and power industries, with emphasis on industrial labour saving equipment such as numerically controlled machine tools and electronic controlled apparatus should find a particularly good market. Other related equipment including power tools work shop equipment, welding machinery and process and quality control instruments are also in the top priority bracket.

International fairs in Israel will in future be held every year instead of bi-annually with exhibitions of capital goods and consumer goods in alternate years.



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All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services, Organization for Overseas Marketing and Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Princess Alexandra to inaugurate San Francisco British Week

PRINCESS ALEXANDRA is to inaugurate the British Week in San Francisco (October 1-9, 1971). This event is a major part of 'Target California', the most ambitious trade promotion undertaken by the Board of Trade and BNEC, and is the twelfth major British Week to be held since the series started in 1964.

California is not only one of the wealthiest of states in the United States but also one which British exporters have tended to neglect in favour of the East Coast. California is already more productive than all but seven countries in the world. Over the next five years its output is expected to grow half as fast again as that of the United States as a whole. With a medium family income of almost $10,000 per year, the spending power of California is vast.

The British Week in San Francisco will provide United Kingdom manufacturers of consumer goods with an opportunity of gaining a foothold in this very important and expanding market.

Aimed at the consumer goods market through point-of-sale promotions, British Weeks involve the co-operation of local retailers on a massive scale. The shopkeepers' efforts are backed by a full range of supporting events, and the whole operation is co-ordinated by a British Week office set up in the host city and staffed by British officials.

The British Week office in San Francisco set up earlier this year is already heavily involved in the organization of a programme of supporting events including concerts, exhibitions and a show house, in assisting visiting trade missions from Britain and in making personal visits to local retailers.

British products evident at New York Fancy Food Show

By G. Scott, British Trade Development Office, New York

THREE BRITISH companies partcipated in a joint venture mounted by the British Food Export Council and the Board of Trade at the New York Fancy Food Show in the New York Coliseum from August 30-September 2. Additionally, 14 United States importers mounted displays of their British products on the joint venture stand and British products were seen on more than 30 other stands out of a possible 129.

This show, which took place in early August during the previous two years but was rescheduled a month later this year, is recognised as the leading show for the United States fancy food trade.

It has a greater number of exhibits than any other United States fancy food show and attracted over 13,000 buyers from the entire United States as well as Canada, South America, and even Japan.

Distribution centre

Additionally, as New York is the main distribution centre for imported foods, the show serves as a virtual doorstep market for importers who, during its four days, are able to complete a large proportion of their sales negotiations to cover the entire year.

There are other more regional exhibitions, (see the *Board of Trade Journal* of August 26 for a report on the Pacific Fancy Food Show), but these shows are used more by local distributors and brokers to exhibit their lines to retailers than by the major importers.

British products have ready acceptance both with the United States fancy food trade and their customers imports into the United States being valued at over $30 million in 1969.

Boiled confectionery, chocolates, preserves and biscuits are especially strong here but a wide range of sauces, soft drinks condiments and, of course, teas are also available. New products that are making up sales are canned meat pies and crumpets.

Successful show

Although only three British companies participated in the 1970 joint venture (compared with eight participants last year) all reported a successful show. Simpson Ever Ready Foods, showed a range of canned pies, Weetabix Ltd. had cereals, and Whitworths products, and Matlow Brothers displayed a wide range of boiled sugar confectionery.

Both Matlow and Simpson already have agents in the market and were able to draw on their assistance on their stands. Weetabix have been selling well in Canada and were using the New York show to locate potential distributors for the United States market. All three companies anticipate they will come again next year.

Short and Long Term Business expected from Electra '70 Johannesburg

MORE THAN 20 British firms under the joint sponsorship of the British Electrical and Allied Manufacturers' Association and the British Nuclear Forum participated under the Board of Trade's joint venture terms in Electra '70, held in Milner Park, Johannesburg, from September 14-19.

A wide range of electrical, electronic and nucleonic equipment was on show and an impressive display on nuclear power and power stations was mounted by the British Nuclear Forum. Television sets and equipment, with closed circuit demonstrations, were also of great attraction at the exhibition, the third of its type arranged by Industrial Exhibition Organizers (Ppy) Ltd.

The British exhibitors' stands were situated at the entrance to the exhibition. All visitors to the exhibition saw the British section on arrival and departure. Information stands were manned throughout the duration of the show by Mr. D. O'Leary, British Electrical and Allied Manufacturers' Association, and Mr. R. W. Scott, British Nuclear Forum.

The large combined display presented by the United Kingdom Atomic Energy Authority, the British Nuclear Design and Construction Ltd., and the Nuclear Power Group showing models of nuclear power stations, a high temperature reactor and display panels on steam generating heavy water reactors, was the centre of much attention for the technical visitor.

The exhibition was officially opened by Dr. R. L. Straszaker, chairman of the Electricity Supply Commission, who had previously made a tour of all the exhibits. Her Majesty's Consul-General in Johannesburg, Mr. H. A. N. Brown, was also present.

Over 9,000 people visited Electra '70 and many had travelled from neighbouring countries in Southern Africa.

British exhibitors were confident that following their participation at Electra '70 orders for short and long-term business would be concluded as visitors to the show had been able to see the advanced state of development in the British electronic and nucleonic industry.

A number of British exhibitors secured orders during the show and two exhibitors were able to appoint agents while they were in Johannesburg. Many exhibitors left South Africa expressing a wish to participate at the next exhibition which is scheduled to be held in 1972.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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HMSO

Changes in the Programme of Trade Promotions and in the Classified lists of Trade Fairs and Exhibitions throughout the world (published on July 1, 1970)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associates, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

All entries showing Miss G. Adams, Ext. 7204, as a contact should be amended to read Mrs. G. Naughton, Ext. 7204. Those showing Miss E. J. Slegg, Ext. 7080, should be amended to read Miss A. Barber, Ext. 7080.

(a) GENERAL

DELETE – 1971

TOKYO:
International Trade Fair – April 16-May 5, 1971

AMENDMENTS – 1971

JOHANNESBURG:
Rand Easter Show – March/April 1971
The dates of this entry should be amended to read: March 30-April 12, 1971.
(K. R. Timmins, Ext. 7104)

HANOVER:
Hanover Fair – April 22-30, 1971
This entry should be amended by adding: (xiii) Association of Public Address Engineers.

LILLE:
International Trade Fair – May 1971
This entry should be amended to read:

LILLE:
International Trade Fair – April 8-19, 1971
Official information stand manned by representatives of the British Consulate-General, Lille.

ADDITIONS –1972

MARSEILLE:
International Trade Fair – May 1972
Joint ventures with appropriate trade associations.
(R. J. Ager, Ext. 7205)

BORDEAUX:
International Trade Fair – May 1972
Joint ventures with appropriate trade associations.
(R. J Ager, Ext. 7205)

POZNAN:
International Fair – June 1972
The Board of Trade may organize a British pavilion at this event.
(B. L. Banks, Ext. 7213)

METZ:
International Trade Fair – September/October 1972
Joint ventures with appropriate trade associations.
(R. J. Ager, Ext. 7205)

(b) SPECIALIZED

DELETE – 1970

CHICAGO:
National Electronics Conference and Exhibition – December 7-9, 1970

AMENDMENTS – 1970

NEW YORK:
National Hotel and Motel Exposition – November 10-13, 1970
The dates of this entry should be amended to read: November 9-12, 1970.

ADDITIONS – 1970

ATLANTIC CITY:
International Footwear Management Conference and Exhibition – October 27-30, 1970
Trade information stand manned by the Shoe and Allied Trades Research Association.
(Mrs. G. Naughton, Ext 7204)

SAO PAULO:
Recife, Rio de Janeiro – November 17-29, 1970
Symposium/exhibition sponsored by the Scientific Instrument Manufacturers' Association.
(Miss F. King, Ext. 7092)

DELETE – 1971

SAN FRANCISCO:
Display of British Men's Outerwear – January 31-February 5, 1971

MONTREAL:
Internattional Motor Show – January 1971

SAN FRANCISCO:
American Academy of Orthopaedic Surgeons Convention – March 6-12, 1971

SINGAPORE:
International Book Fair – April 2-7, 1971

PARIS:
International Chemical Exhibition – April 19-25, 1971

HELSINKI:
International Heating, Plumbing and Air-conditioning Exhibition – May 1971

OYONNAX:
International Exhibition of Optical Goods and Materials – June 10-14, 1971

JOHANNESBURG:
Construction Machinery Exhibition – July/August 1971

AMENDMENTS – 1971

TORONTO:
Canadian Hardware Show – February 1971
The dates of this entry should be amended to read: February 8-10. 1971.

TORONTO:
Canadian National Sportsmen's Show – March 12-21, 1971
The dates of this entry should be amended to read: March 19-28, 1971

NEW YORK:
International Toy Fair – March 1971
The dates of this entry should be amended to read: March 7-10, 1971.

COPENHAGEN:
Fashion Fair – March 1971
The dates of this entry should be amended to read: March 14-17, 1971.

NEW YORK:
Interpex Show – March 1971
The dates of this entry should be amended to read: March 19-21, 1971.

SASKATOON:
Engineering Exhibition – 'Index 71' – May 17-21, 1971
The dates of this entry should be amended to read: May 17-19, 1971.

SYDNEY:
International Container Services and Equipment Exhibition – June 28-July 2, 1971
The title of this entry should be amended to read: International Freight and Transport Services Exhibition – Freightex '71.

DUBLIN:
Irish International Food and Drink Fair – September 4-11, 1971
This entry should be amended to read: Joint venture with the British Food Export Council.
(K. R. Timmins, Ext. 7104)

TOKYO:
British Capital Goods Exhibition – Autumn 1971
The dates of this entry should be amended to read: November 1971.

DUSSELDORF:
International Congress and Exhibition of Instrumentation and Automation (Interkama) – October 14-20, 1971
The contact for this entry should be amended to read: (S. Bickel, Ext. 7216)

PARIS:
International Hydraulics and Compressed Air Exhibition – October 1971
The dates of this entry should be amended to read: November 29-December 4, 1971.

ADDITIONS – 1971

NEW YORK:
National Boutique Show – January 24-27, 1971
Joint venture with the Clothing Export Council.
(Mrs. G. Naughton, Ext. 7204)

NAIROBI:
British Machinery Exhibition – January 25-29, 1971
Joint venture with British National Export Council.
(K. R. Timmins, Ext. 7104)

ZURICH:
Consumer Durables Exhibition – February 8-13, 1971
Joint venture with the British National Export Council.
(T. E. Kerfoot, Ext. 7011)

GENEVA:
Consumer Durables Exhibition – February 18-23, 1971
Joint venture with the British National Export Council.
(T. E. Kerfoot, Ext. 7011).

VANCOUVER:
British Motor Show – February 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(Mrs. G. Naughton, Ext. 7204)

MOSCOW:
Equipment for Passenger Aircraft Complex of Ground Mechanism and Ground Passenger Services – Aviaservice – March 16-26, 1971
Joint venture with British Airport Construction and Equipment Association.
(J. R. Schaffer, Ext. 7246)

NEW YORK:
Institute of Electrical and Electronic Engineers – March 22-25, 1971
Joint venture with Electronic Engineering Association.
(H. Gladwell, Ext. 318)

NEW YORK:
National Shoe Fair – March 7-10, 1971
Joint venture with Federation of British Footwear Manufacturers.
(H. Gladwell, Ext. 318)

NEW YORK:
Design Engineering Show – April 19-22, 1971
Joint venture with appropriate trade association.
(H. Gladwell, Ext. 318)

TARGET CALIFORNIA:
SAN FRANCISCO:
American Welding Society Annual Meeting and Welding Exposition – April 26-28, 1971
Joint venture with the Welding Institute.
(C. J. Mather, Ext. 265)

NEW YORK:
National Premium Show – May 3-6, 1971
Joint venture with British Premium Manufacturers' Association.
(H. Gladwell, Ext. 318)

NEW YORK:
International Leathergoods Show – May 11-13, 1971
Joint venture with British Leathergoods Manufacturers' Association.
(H. Gladwell, Ext. 318)

TEL AVIV:
International Trade Fair (Technology) – June 7-17, 1971
The Board of Trade will organize a British pavilion at this event.
(J. A. Swinton, Ext. 7209)

MELBOURNE:
6th International Engineering Show – August 2-7, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

MELBOURNE:
Australian International Educare Exhibition – June 28-July 2, 1971
Joint venture with appropriate trade association.
(Mrs. I. M. Janzen, Ext. 7093)

MOSCOW:
Rolling Stock – July 1971
Joint venture with the Locomotive and Allied Manufacturers' Association.
(J. R. Schaffer, Ext. 7246).

BASLE:
International Exhibition of Laboratory Chemical Engineering Measurement and Automation Techniques in Chemistry (ILMAC) – September 13-18, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

ZURICH:
Fashion Show – September 18-23, 1971
Promotion with the Clothing Export Council.
(T. E. Kerfoot, Ext. 7011)

ZURICH:
British Technological Symposium and possible associated joint venture with the London Chamber of Commerce – September 20-24, 1971
(T. E. Kerfoot, Et. 7011)

JOHANNESBURG:
Instrument and Automation Exhibition – September 30-October 5, 1971
Joint venture with the British Electrical and Allied Manufacturers' Association.
(K. R. Timmins, Ext. 7104)

AMENDMENTS – 1972

COLOGNE:
International Furniture Fair – January 1972
The contact for this entry should be amended to read: (S. Bickel, Ext. 7216)

TORONTO:
National Industrial Production Show – May 8-12, 1972
This entry should be amended to read: Joint venture with the Gauge and Tool Makers' Association and other appropriate trade associations.

ADDITIONS – 1972

PARIS:
International Agricultural Exhibition – March 1972
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)

OYONNAX:
International Exhibition of Optical Goods and Materials – June 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

OFFENBACH:
International Leather Goods Fair – August 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

FRANKFURT:
International Book Fair – September 1972
Joint venture with appropriate trade association.
(Miss A. Barber, Ext. 7080)

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETE – 1970

CHICAGO:
Goldblatt Brothers Store Promotion – Autumn 1970

YOUNGSTOWN, OHIO:
Strouss-Hirsh Berg Store Promotion – October 1970

AMENDMENTS – 1970

TOULOUSE:
Nouvelles Galleries, 4-8 rue Lapeyrouse, Toulouse 31 – September 1970
The dates of this entry should be amended to read: October 10-20, 1970.

Amendments and Additions to Classified Trade Fairs and Exhibitions—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentoned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:

Eastern Europe, including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Düsseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Denmark, Iceland and Norway	7205
Finland and Sweden	7207
Switzerland, Netherlands, Belgium, Luxembourg	7011
South and Central America, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States, Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

DELETE – 1970

PRAGUE:
International Exhibition 'Electrotherm' – October 12-20
Apply, Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

AMENDMENTS – 1970

COLOGNE:
International Trade Exhibition for Snack and Grill Services (Eurosnack) – November 7-11
This entry should be amended to read:

COLOGNE:
International Trade Exhibition for Grill and Snack Bar Services (Eurosnack) – November 7-11

BRUSSELS:
Furniture Exhibition – November-December
Dates should be amended to read: November 26-30.

ADDITIONS – 1970

SARAJEVO:
1st International Fair of Plum Brandy, Spirits and Non-Alcoholic Drinks – October 16-25
Apply, Skenderija, Sluzba Sajam, Sarajevo, Nica Sokolovica bb.

ATHENS:
1st Exhibition of Electronic Equipment and Electrotechnical Products (Electron '70) – November 14-22
Apply, Greek Organization of Technological Exhibitions, 50A, Nikis Street, Athens 119.

ZAGREB:
International Exhibition of Office Machinery and Equipment 'Interbiro' – November 16-21
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
New Year's Fair – December 16-29
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMENDMENTS – 1971

ZAGREB:
Spring Fair – April 18-26
This entry should be amended to read:
International Spring Fair – April 19-25

ZAGREB:
20th International Leather and Footwear Week – May 11-16
This entry should be amended to read:
20th International Leather and Footwear Week – February 23-27

UTRECHT:
International Autumn Fair – August-September
Dates should be amended to read: August 29-September 3.

PADUA:
International Samples Fair – May-June
The dates should be amended to read: May 27-June 6.

BUCHAREST:
International Trade Fair – October 13-25
This entry should be amended to read:
International Trade Fair – October 13-24

ADDITIONS – 1971

MILAN:
International Market Display of Knitwear – January 10-13
Apply, Centro Organizzazione Mostre Internazionali Specializzate, 20123 Milano P. Le Cadorna 15 (Tel. 807.007-892.354).

MILAN:
International Leather Exhibition (MIPEL) – January 16-20
Apply, Merceto Italiano Della Pelleteria, Mipel, Via Leopardi 14, Milan.

BRUSSELS:
Household Comfort Trade Show – April 15-19
Apply, Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

BRUSSELS:
International Household Comfort Fair – April 21-May 2
Apply, Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

NOVI-SAD:
International Agricultural Fair – May 14-23
Apply, Arpent, Corringales, Hatfield Heath, Bishops Stortford, Hertfordshire (Tel. Hatfield Heath 315).

IZMIR:
International Trade Fair – August-September
Apply, British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

BRUSSELS:
International Municipal Equipment Exhibition – September 14-18
Apply, Foire Internationale de Bruxelles, Palais du Centenaire, Bruxelles 2.

TURIN:
International Fashion Trade Fair – September
Apply, Mrs. Ruth Stewart, 2 Woodlands, Roundwood Road, Baildon, Yorks.

SARAJEVO:
First International Fair of Plum Brandy, Spirits and Non-alcoholic Drinks – October
Apply, Skenderija, Sluzba Sajam Sarajevo, Mica Sokolovica bb.

MILAN:
International Cycle and Motorcycle Exhibition – November
Apply, National Association of Cycle, Motorcycle and Accessories MFCS, Via Mauro Macchi 32, Milan.

ZAGREB:
New Year's Fair – December 16-29
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ADDITIONS – 1972

BRUSSELS:
European Heating, Ventilation and Air Conditioning Exhibition (EUROCLIMA) – March
Apply, Foire Internationale de Bruxelles, Palais du Centenaire Bruxelles 2.

UTRECHT:
World Packaging Exhibition (MACROPAK) – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

DELETE – 1971

JOHANNESBURG:
Construction Machinery Exhibition – July/August

AMENDMENTS – 1971

TORONTO:
Canadian Restaurant Association Show – April 25-28
Amend organizers name and address to: Don Adamsons, Canadian Restaurant Association, 60 Revenue Road Toronto 180, Ontario.

SAO PAULO:
International Food Trade Fair – July
Dates should be amended to read July 8-18.

ADDITIONS – 1971

CAIRO:
Arab Exhibition for Textile Industries – January 2-16
Apply, Industrial Development Centre, Arab League, Exhibition Fair Grounds, Guesira, Cairo, UAR.

NAIROBI:
British Machinery Exhibition – January 25-29
Apply, Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1.

TRIPOLI:
International Trade Fair – March 1-20, 1970
Apply, Tripoli International Trade Fair, Giaddat O Muktar, Tripoli, PO Box 891.

MILWAUKEE:
American Scientific Glassblower's Society Symposium – June 22-25....
Apply, Mrs. Dolores Sites, American Scientific Glassblowers Society 309 Georgetown Avenue, Gwinhurst, Wilmington, Delaware 19809., USA.

KINSHASA:
2nd International Trade Fair 'Fikin 1971' – June 24-July 11
Apply, Foire International De Kinshasa, BP No. 1397 – Limete/Kinshasa, Congo.

HAMILTON:
National Field Days – June
Apply, Hamilton Field Days Committee, Hamilton, New Zealand.

JOHANNESBURG:
'AIREX 71' – August 2-7
Apply, Industrial Exhibition Organisers Pty. Ltd., PO Box 15517, Siemend, Johannesburg.

TOKYO:
The 18th Tokyo Motor Show – October
Apply, Japan Motor Industrial Federation Inc., Ohtemachi Building 1-6-1, Ohtemachi, Chiyoda-ku, Tokyo.

NAIROBI:
Nairobi Show – Autumn
Apply, Agricultural Society of Kenya, Jamhuri Park, Nairobi, Kenya.

AMENDMENTS – 1972

OSAKA:
Japan Electronics Show – October
This entry should be amended to read:

TOKYO:
Japan Electronics Show – April
Apply, Electronics Industries Association of Japan, Tokyo Chamber of Commerce Building, 14 Marunauchi, 3-Chome, Chiyoda-ku, Tokyo.

ADDITIONS – 1972

TOKYO:
Japan International Machine Tool Fair – October/November
Apply, Tokyo International Trade Fair Commission, CPO Bx 1201, Tokyo.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

AMENDMENTS – 1971

LONDON:
British Musical Instrument Trade Fair – August 22-26
At Russell Hotel and Bloomsbury Centre Hotel
The dates should be amended to read August 15-19.

LONDON:
National Audio-Visual Aids Exhibition – August 30-September 2. At Olympia
The dates should be amended to read August 31-September 3.

ADDITIONS – 1971

LONDON:
International Airport Construction and Equipment Exhibition and Conference – June 8-11. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

LONDON:
Laboratory Equipment Exhibition LABWARE 71-September 21-23. At Bloomsbury Centre Hotel, London
Apply, British Laboratory Ware Association Ltd., 29 Worple Road, London, SW19 (Tel. 01-946 2548).

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Line of credit for exports to South Africa

THE EXPORT Credits Guarantee Department has negotiated with the Industrial Development Corporation of South Africa Ltd. a line of credit which commits £25 million for the purchase of British capital equipment and associated services for the development of industries in South Africa.

The credit facility has been negotiated by J. Henry Schroder Wagg & Co. Ltd., acting on behalf of themselves and the London Clearing and Scottish Banks, comprising: Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Coutts & Company, Williams & Glyn's Bank, Midland Bank Ltd., Lloyds Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd.

South African companies plan to purchase capital equipment from the United Kingdom for the extensive development programmes now taking place in industry in South Africa.

The credit will be available over the next two years for contracts down to a minimum value of £10,000, thus enabling smaller as well as larger capital goods manufacturers to take advantage of the favourable terms of credit. Lengths of credit will vary and will be up to a period of eight years from date of delivery or completion and will be dependent on the value of the individual contracts and the aggregate of the purchases made during the duration of the credit.

The credit will cover either 85 per cent of the United Kingdom element of any individual contract or where South African goods and/or South African services are also utilized the credit will cover 80 per cent of the United Kingdom element of any individual contract and 80 per cent of the South African element of any individual contract up to 16 per cent of the United Kingdom element. The balance will be paid from the buyers' own resources of which a minimum of 5 per cent will be paid on placing the order.

Interest will be at the rate ruling by the Banks for Export Credits Guarantee Department guaranteed medium and long term business when each contract is placed.

The Industrial Development Corporation of South Africa Ltd., is a Corporation established by a separate Act of Parliament and has played a major role in the development of industry in South Africa. To date the Corporation has approved application for finance for industry amounting to £460 million and has assisted over 1,300 companies.

The activities of the Corporation cover a wide field and finance has been made available in the fields of agriculture; stone, earthenware and clay; wood; heavy and light engineering; preparation, treatment and preservation of food, beverages, etc.; textiles and clothing; paper and printing; drugs, chemicals and petroleum products; leather; shipping and transport.

British £5 million credit for South Africa

THE EXPORT Credits Guarantee Department has guaranteed a line of credit of £5 million for the purchase of British capital equipment and associated services for the development of the electricity supply undertaking of the South African Electricity Supply Commission (ESCOM)

The credit facility has been negotiated by Hill Samuel & Co. Ltd., acting on behalf of themselves and a consortium of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Coutts & Co., Glyn, Mills & Co., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd. and The Royal Bank of Scotland Ltd.

ESCOM and other South African buyers will purchase capital equipment for development programmes. The credit will be available over the next 12 months for contracts down to a minimum value of £50,000, thus enabling smaller as well as larger capital goods manufacturers to take advantage of the favourable terms of the credit. Lengths of credit will be five years from date of delivery.

The credit will cover 85 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium term business current at the time a contract is approved for finance from the credit.

The balance, of 15 per cent, will be paid from the buyer's own resources and will include at least five per cent down payment at contract and further instalments to be negotiated.

Contracts to be financed under the credit will be nominated by ESCOM but access will be confined to ECGD comprehensive policy-holders unless they would normally qualify for specific cover.

Two motor vessels for Norway

THE Export Credits Guarantee Department has signed a financial guarantee covering the financing of a contract for the building of two motor tanker vessels, each of 5,250 tons deadweight, for Norwegian owners.

The vessels, worth approximately £1¾ million, will be owned by K/S. A/S Winship & Co. and A/S Finn Johnsens Rederi, and both vessels will be built by Swan Hunter group small ship division which has headquarters at Clelands Shipbuilding Co. Ltd. at Wallsend, although the vessels will in fact be built at their shipyards at Goole and Grangemouth. One vessel is scheduled for delivery at the end of December 1970 and the other at the end of February 1971.

A loan, for 80 per cent of the contract value of the vessels, is being made available by Midland Bank Ltd.

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Contact: – **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

British £5 million credit for Portugal

PORTUGAL WILL purchase up to £5 million of British capital goods and associated services on favourable credit terms under a line of credit negotiated by ECGD with officials of Sociedade Financeira Portuguesa SARL, and signed recently.

The financial agreement covering the credit is between Sociedade Financeira Portuguesa N.M. Rothschild & Sons, who are acting on behalf of a syndicate of banks consisting of Bank of Scotland, Barclays Bank Ltd., Glyn Mills & Co., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd. and The Royal Bank of Scotland Ltd., and is guaranteed by the Export Credits Guarantee Department.

Under the credit buyers in Portugal and its overseas provinces will be able to purchase a wide range of capital goods including railway and subway equipment, locomotives, telecommunications equipment, freight shps, heavy equipment for the steel and mechanical industry, equipment for the petrochemical and heavy industry, earth moving equipment, oil refinery equipment, textile machinery, printing and engraving machinery, food processing equipment, heavy equipment for agricultural works, machinery for pulp and paper mills, mining equipment and machinery for the timber industry.

Other capital goods may be agreed upon between the parties at a later date. Contracts must have a minimum value of £75,000 and must be placed by September 30, 1971.

The length of credit will generally be five years from delivery though there is provision to extend this to six or seven years where contracts in a particular category of goods aggregate £2 million and £3 million respectively.

The credit will cover 85 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium term business, currently 5½ per cent.

The balance will be paid from the buyer's own resources and will include at least 5 per cent downpayment at contract with further instalments to the negotiated. Contracts to be financed by the credit will be nominated by Sociedade Financeira Portuguesa, but access to it will be confined to ECGD Comprehensive policyholders unless the contracts would normally qualify for Specific cover.

Inquiries should be addressed to ECGD (Mr. H. E. Allen, Buyer Credit Division (Tel. 01-606 6699, Ext. 211) or Rothschilds (Export Services Department).

British loans to Pakistan: Tarbela Dam and power distribution schemes

BRITAIN IS making a loan of £1.2 million to Pakistan under an agreement signed in Islamabad on September 26 as a contribution to the Tarbela Development Fund which is financing the construction of the Tarbela Dam on the River Indus in West Pakistan.

This will be the largest earth and rockfill dam in the world and is scheduled for completion by 1976. Together with the Mangla Dam completed in November 1967 it will provide water for the irrigation of 33 million acres and also hydroelectric power. Britain has agreed to provide a total of £10 million towards the cost of the Tarbela Dam.

This loan will be interest free, repayable over 25 years, with a seven year grace period. It is part of the £10 million pledged by Britain as aid to Pakistan at the meeting of the Pakistan Consortium in Paris in July. When this loan has been disbursed Britain will have contributed a total of £5.35 million to this project. The British contribution is used to reimburse the World Bank, which administers the Tarbela Development Fund, for expenditure on British goods and services.

Under another agreement signed in Islamabad at the same time Britain is making a loan of £345,000 to Pakistan for the purchase of power distribution equipment by the East Pakistan Water and Power Development Authority. This equipment will include 11 Kv distribution sub-station equipment and equipment for testing and maintaining distribution facilities. It will be for the use of the two main loan centres, Dacca and Chittagong. The equipment will be ordered from British firms and installed by EPWAPDA itself.

This loan represents the balance of the £10 million which Britain pledged to Pakistan in 1969. It is interest-free and repayable over 25 years including a seven year grace period.

£26 million loan to India

INQUIRIES relating to the notice concerning the agreement for a £26 million British loan to India (*Board of Trade Journal*, September 30, page 735) should be addressed to the Commercial Relations Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting Ref. CRE 66/70.

Tunisia and Denmark

THE TUNISIAN *Journal Officiel* of August 21, 1970, announced the renewal for a further year from June 1, 1970, of the trade agreement of 1960 between Tunisia and Denmark.

Under the terms of the agreement, Tunisian exports to Denmark will include foodstuffs, phosphates, wine and minerals. In return Danish exports to Tunisia will include machinery, pharmaceuticals and dairy products.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 458, 459 or 461).

Tunisia and Hungary

THE TUNISIAN *Journal Owciel* of July 7, 1970, announced that the trade agreement of 1960 between Tunisia and Hungary which had been renewed earlier this year has since been amended. There have been several amendments to the quota arrangements as they apply for 1970.

Details of these quotas in French can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7 HU (Tel. 01-248 575, Ext. 466, 467, 482).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2, 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

ECGD LOCAL ADDRESSES

*The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.*2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given on page xix of August* 19 *issue of* **the** Board of Trade Journal.

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LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in this week's issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 667 of September 23 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Third visit to S. Africa in 12 months

MR. C. R. WILSON, export director of Hy-Mac Ltd., leads a nine-man trade mission to South Africa this month from the Federation of Manufacturers of Construction Equipment and Cranes. This will be Mr. Wilson's third visit to South Africa in the past 12 months.

During its three-week stay, the mission will visit Johannesburg, Pretoria, Durban and Cape Town and in each city will have a series of meetings with users of all types of plant both in government and private sectors.

South Africa has always been an excellent market for British manufacturers of construction equipment and cranes. In 1969, exports from this sector of industry to South Africa were valued at £9·5 million – the second best individual market in the world for the Federation, which comprises some 85 different companies.

Birmingham Chamber at Helsinki in 1971

AS A result of the success of a Birmingham Chamber of Commerce and Industry trade mission to Finland in April this year, the Chamber is to sponsor a joint venture with the Board of Trade at the Helsinki International Trade Fair from September 14 to 18, 1971.

The 20-strong team of Birmingham businessmen was in Helsinki from April 12 to 18 this year in support of the 'Britain in Finland 1970' trade drive. Representing a wide range of capital and consumer goods, from men's jewellery and clothing, plastic sanitary ware and curtain rails to portable electric wheelchairs, weighing machines, stainless steel pipes and wire ropes, the mission came away well satisfied with immediate and prospective orders estimated to bring in £318,000 before April 1971.

Only six members of the team would have visited Finland in 1970 on their own initiative had the Chamber not mounted its mission. In the event, each participant made an average of 19 business calls on each of the five days the mission was in Helsinki, in addition to meeting representatives of Government ministries and trade and commercial organizations at an official reception specially arranged by the Commercial Department of the British Embassy in Helsinki.

AEA representation in Nairobi

MR. ERIC LANNING, export secretary of the Agricultural Engineers' Association, represented the industry at the Nairobi Show from September 29 to October 3. The Association sponsored the British collective display of 12 firms at the Show.

Before attending the Show Mr. Lanning discussed farm mechanization matters and appraised cocoa development in Uganda in order to report back to the Association.

Extensive sales tour

MR. LESLIE F. CHAMBERLAIN, chairman of the Chamberlain group of engineering and construction companies, left recently on a market assessment and fact-finding sales promotion tour which will take him around the world.

Mainly concentrating on increasing the already considerable overseas sales of 'Staffa' low-speed, high-torque hydraulic motors manufactured by Chamberlain Industries Ltd., of London, Mr. Chamberlain is meeting the agents and distributors to explain new developments and additions to the company's range of motors.

Mr. Chamberlain will visit Johannesburg, Perth, Melbourne, Sydney, Vancouver, Toronto, Montreal and Boston.

Sales drive in Portugal

MR. ROGER GRIGGS, assistant export manager, Tufnol Ltd., Birmingham, leaves for Portugal in November on a mission jointly organized by the BNEC and the Portuguese Chamber of Commerce.

Tufnol materials have applications in the electronics, marine and automotive industries.

Arthur Bell and Sons Ltd., Scotch Whisky Distillers, Perth, recently entertained two Japanese visitors at their blending and bottling establishment at East Mains near Edinburgh. They were left to right: Mr. Makoto Kawamura from Bell's distributors in Tokyo Nihon Shurui Hanbai Co. Ltd. and Mr. Hideo Kondo, a wine and spirit wholesaler from Sapporo, Hokkaido.

INWARD MISSION

Port team from Singapore

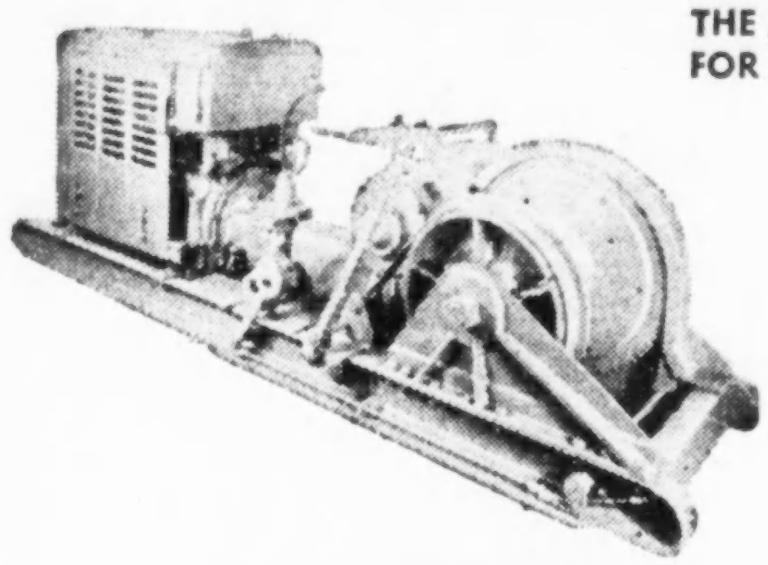
THREE SENIOR OFFICIALS of the Port of Singapore Authority, on a tour of major ports in Europe, the United States and Japan, met senior officers of the British Transport Docks Board in London recently for discussions before visiting Southampton to see progress at the port's ocean container terminal which is to be the main United Kingdom base for the Far East trade. The party, welcomed by Mr. John Collier-Wright, the Docks Board's assistant managing director, comprised Mr. Loh Heng Kee, director-operations; Mr. Chung Kek Choo, assistant director, Management Services; and Mr. Billie Cheng, port accountant.

Overseas Containers Ltd. were hosts during the party's United Kingdom tour, which also included visits to the Port of London, Felixstowe and Harwich.

Mr. R. Brook, president of the London Chamber of Commerce, with members of the first inward mission from Iran, at a recent reception in London. The leader of the 14-man mission was Mr. J. Sharaka, director of the Iranian Export Promotion centre.

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC



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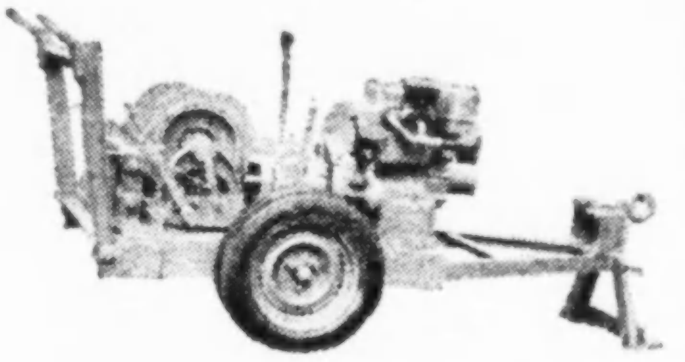

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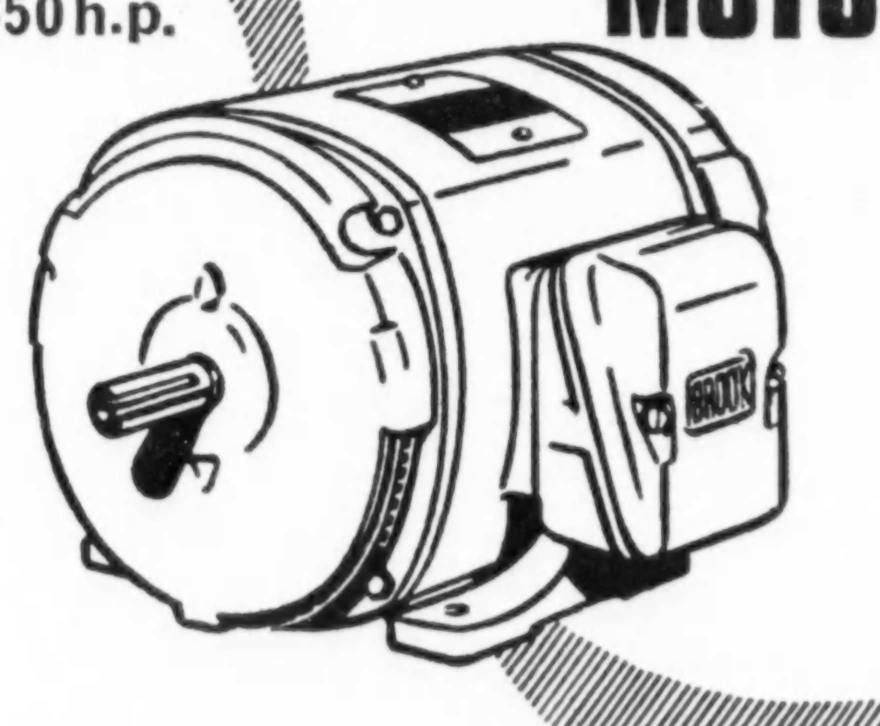

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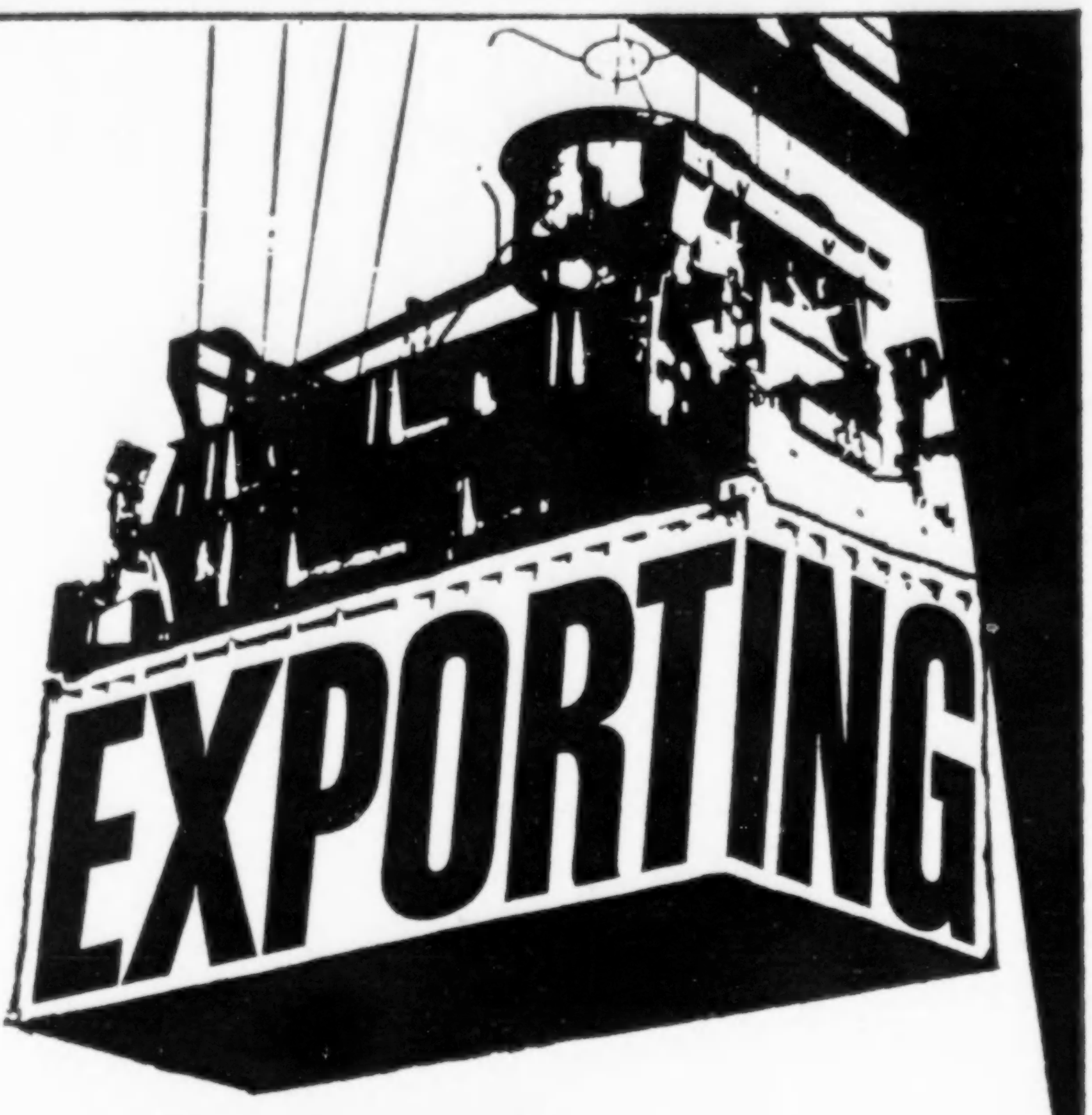

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Export Orders

• Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Instruments for Brazil

Taylor Instrument Companies (Europe) Ltd. recently secured orders from Brefcon International for pneumatic panel board instrumentation and temperature transmitters for the new lube oil plant to be built for Petrobras (Petroleo Brasileiro SA). The location of the new plant is at the site of the existing Duque de Caxias refinery near Rio de Janeiro.

In April this year Taylor Instrument Companies secured the contract to supply two control panels and electronic process control instrumentation to Brefcon for the Planalto Refinery at Paulino near Campinas.

The total value of these two orders is about £200,000.

Plant orders totalling £51.000

The Rex process division of Vokes Ltd. has received orders totalling £51.000 from Finland (steel works), Guyana (sugar refinery), Liberia (sedimentation tanks), Rumania (irrigation pumping plant), and Thailand (oil refinery). Plant to be supplied includes API separator equipment, oil roll skimmers and scrapers, pivoted flight skimmers, a travelling water screen, a fixed light rectangular sludge collector and a trash rack and rake.

Computers for blood transfusion service

One of Europe's foremost blood research centres, the central laboratory of the Netherlands' Red Cross blood transfusion service in Amsterdam, is to develop a dual computer system combining Honeywell business data processing and scientific/industrial computers to handle, respectively, administrative tasks and the operation of a fast, on-line patient inquiry service. The computers, a Model 125 in the Series 200 range and an H-316 together worth over £160.000, will be delivered to Amsterdam from Honeywell Information System's Scottish plant at Newhouse, Lanarkshire, in the first half of next year.

Bus bodies for Bermuda

A £40,000 order was announced on the opening day of the Commercial Motor Show by J. H. Sparshatt and Sons Ltd., the Portsmouth bodybuilders. The order is for the supply of 10 42-seat Sparshatt all-metal bus bodies, on Albion Viking chassis, to the Bermuda Bus Undertakings. The order was placed through the Crown Agents for Bermuda.

Machines for Sahara copper refining

Two Coventry-made machines, together with associated mechanical handling equipment, air heater and product storage, costing a total of £42,000, have been installed and are now working in a remote area on the western edge of the Sahara Desert.

The units, 18A model Atritor dryer pulverizers, were made and supplied by the Atritor division of Herbert Associates Ltd. (a member of the Alfred Herbert group) to Charter Consolidated Ltd., the London-based international mining and finance company.

The Atritors are being used to grind (and, when necessary, to dry) coal imported from France for use in a copper refining process at Akjoujt in Mauritania, West Africa.

Work started a few days ago on a 475-mile submarine cable between Cornwall and Bilbao on the north coast of Spain. Contract for the cable, worth £2.5 million, was placed with STC by the British Post Office and Compania Telefonica Nacional de Espana. The new link is due to be ready for service at the end of the year. The picture shows the shore end of the 640 conversation cable being hauled up on to Kennack Sands near Goonhilly, affording an unusual diversion for holidaymakers. In the background is PO cableship 'Alert'.

£15,000 telephone order from Argentina

PYE TMC Ltd. – a member of the Pye of Cambridge group – have received a £15.000 order for more than 650 Linesman's telephones from the Argentina Post and Telecommunications Department.

Mr. Charles Pearce, PYE TMC's managing director, commented: 'South America is a very promising market. This order is regarded as particularly important. It precedes the BA 70 exhibition which is being held at Buenos Aires in November, where the company is displaying a comprehensive range of advanced telecommunications equipment.'

Linesman's telephones are rugged, all-weather instruments for any portable applications and are used, for example, by 'line' maintenance crews above and below ground. They are completely self-contained, equipped with a dial and an integral transistorized ringing generator powered by internal batteries.

£80.000 order from Hungary

EMI recently announced an £80,000 contract for television equipment from Elektroimpex of Hungary. The contract includes a type 414 colour telecine for use in Magyar Television's Budapest studios and new vision mixers and switching to colour specification for use in existing outside broadcast vans.

Magyar TV already have four EMI type 2001 colour cameras in service in outside broadcast applications. The new telecine was introduced at IBC 70 this week.

Order worth £525.000 in month

Orders worth almost £430,000 were announced during the recent International Broadcasting Convention by Pye TVT Ltd., bringing the orders for one month to over £525,000. The cumulative export total was made up of orders worth £84.000 for colour cameras to Hong Kong, monochrome telecine and other equipment worth £14.000 to Singapore, a standards converter worth £130,000 to South America, and uhf transmitters worth more than £200,000 to a European customer.

£550,000 order from South America

Another large order has been received by Marconi Communication Systems Ltd. for television equipment for South America. The Brazilian Province of Rio Grande do Sul has placed an order worth £550,000 for a new television station.

£60,000 orders at Commercial Motor Show

Orders worth £60,000 were taken by Highway Trailers (Great Britain) Ltd. at the recent Commercial Motor Show. The orders were for the company's new 75 Fleet special range of semi-trailers, including coil carriers, flat platform and skeletal container-carrying trailers and TIR units.

Apart from contracts won on the stand, the company also report many firm inquiries, with a potential order value of over £150,000.

Towers for Nigeria

British Insulated Callender's Construction Co. Ltd. have received instructions from Taylor Woodrow of Nigeria Ltd. to supply and install towers for an earth satellite station being built near Ibadan, Western Nigeria. The work, valued at £68,000, is for the Nigerian Ministry of Communications. The towers, part of a microwave scheme, are five in all – 64 ft., 265 ft. and three at 350 ft.

Painter Bros., another member of the BICC group, will fabricate the towers and work is expected to be completed in October of this year.

£550,000 presses for Brazil

Wilkins & Mitchell Ltd., Darlaston, Staffs., have won an order for six 400-ton tie rod presses valued at £550,000 from General Motors do Brazil SA, Sao Paulo, Brazil. The presses will be built for them by their licensees, Mecania Grafica, Sao Paulo.

•

New Zealand gas study

The New Zealand Government has retained W. S. Atkins & Partners, planning, engineering and management consultants, Epsom, Surrey, to carry out a study of 15 gas plants with the objective of developing a new policy for this part of the energy market.

Broad objectives are an in-depth study of all aspects of the undertakings concerned, four in the North Island and 11 in the South, and recommendations on future methods of gas manufacture and supply. It will investigate measures to rehabilitate the industry and the overall economic advantages of preserving and expanding each undertaking.

The United Kingdom Gas Council intends to make an adviser available to W. S. Atkins & Partners to assist with the work.

Middle East order

The Kestner metal propellers division of APV-Mitchell Ltd., Croydon, has been awarded a contract by Caltex Services Ltd., London, for the supply of vacuum column internals. The sieve and bubble-cap trays and associated equipment are manufactured in 410 alloy steel and the total contract value is over £10,000. The distillation trays are destined for the Bahrain Petroleum Co. Ltd.

Goodwill visit promoted sales

Visiting agents and distributors in Holland and Switzerland, Mr. and Mrs Barry Bevan Funnell discussed the latest Bevan Funnell Ltd. Reprodux designs – oak wall units called 'London Wall'.

Returning to Newhaven recently, Mr Funnell claimed to have made extensive sales of this new design in both countries.

The visit, originally planned solely as a goodwill tour visiting buyers and agents, also produced fresh orders for existing lines of the Reprodux range which will help still further to boost the company's record export year.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

► *The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

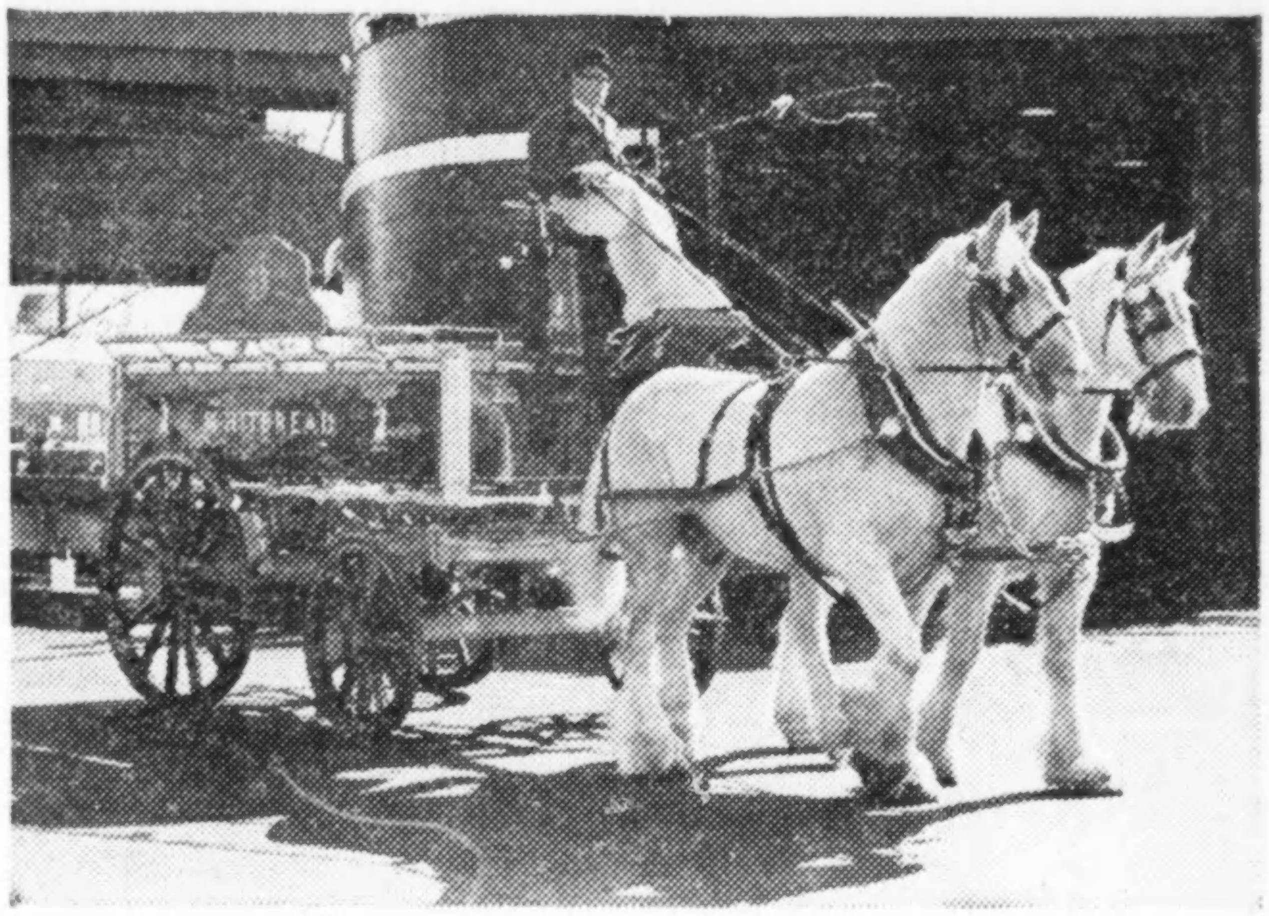
THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1885/70 specifies special measures for the distillation of pears which have been subject to intervention measures (*Journal Officiel* No. L208 dated September 19, 1970).

Regulation (CEE) No. 1886/70 specifies special measures for the allocation to processing of tomatoes and pears which have been subject to intervention measures (*Journal Officiel* No. L208 dated September 19, 1970).



Nearly seven million gallons of British beer are drunk in Belgium every year, most of which is delivered direct from England in giant road tankers travelling by roll-on/roll-off ferry services. But the export tankers at the Transport Ferry Service's Felixstowe terminal had to give way to the more traditional horse-drawn dray when Crown and Anchor, two of Whitbread's famous shire horses, trotted aboard the mv 'Gaelic Ferry' on their way to Belgium. During their two-week visit Crown and Anchor will attend the Oktoberfest in Wieze, help celebrate the opening of another new British pub, and take part in a special British promotion week in Antwerp.

WINES

Regulation (CEE) No. 1995/70 modifies **Regulation (CEE) No. 1679/70** relating to wines coming from Morocco or Tunisia, imported by France (*Journal Officiel* No. L210 dated September 23, 1970).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1906/70 determines the amounts of the variable elements and the additional duties applicable during the fourth quarter of 1970 to imports into the Community of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L213 dated September 26, 1970).

EEC/Israel and EEC/Spain agreements

ANNOUNCEMENTS about the EEC/Israel and EEC/Spain Agreements were published in the *Board of Trade Journal* dated September 30, 1970 (page 749) respectively.

The *Journal Officiel des Communautés Européennes* No. L212 dated September 25, 1970 contains two notices to the effect that both these Agreements came into force on October 1, 1970.

The French texts of these notices may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

BELGIUM

Belgian tax on value-addition

THE NAME of Pannell, Kerr, Forster and Co., 61 Marche aux Herbes, Brussels 1 (Tel. 11.39.14, Telegraphic LENAP) has been added to the list of Chartered Accountants published in connection with the article on Tax on Value Added in the *Board of Trade Journal* of September 2, page 505.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of July 15 issue.

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of September 22 announced modifications to the French Customs Tariff with effect from October 1, 1970, and issued a special supplement setting out the changes.

The modifications are in accordance with EEC Regulations Nos. 1524/70 and 1526/70 for the implementation of preferential rates for goods from Spain and Israel.

Inquiries concerning this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 423/408/288), where the supplement may be seen.

IRISH REPUBLIC

Banking difficulties

BRITISH EXPORTERS may like to know that at the request of the Minister of Finance in the Irish Republic, the Central Bank of Ireland is putting into effect a scheme for the financing, by a number of the non-Associated Banks, of essential imports into the Republic.

Applications will be examined by the Central Bank and approved applicants will be referred to one of the participating banks. Loans arranged under this scheme will terminate on the resumption of normal banking services.

The scheme is subject to the conditions that:

1. Other means of payment are not available, and
2. The continuation of production and employment are threatened.

The consignment in respect of which finance is sought must exceed £2,000 in value and only goods imported since September 1, 1970 will be eligible. Interest will be charged by the participating banks at the rate of 9½ per cent per annum.

Applications should be accompanied by the following:

1. Evidence that conditions 1 and 2 are fulfilled;
2. (a) The original invoice;
   (b) A bill of lading, airway bill or warehouse receipts (for imports other than from the United Kingdom).
   (c) A copy of the relevant Customs entry;
3. The name and branch of the applicant's usual bank and of any non-Associated Bank with which he has done business.

Applications by importers should be sent to The Central Bank of Ireland, Apollo House, Tara Street, Dublin, 2, and the envelope should be marked – IMPORT SCHEME.

Inquiries by British exporters should be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2271).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

SPAIN

Customs tariff: petrochemical products

NOTICE was given in the *Board of Trade Journal* of April 22, 1970, (page 1131) of temporary amendments to the Spanish customs tariff on the following petrochemical products, valid until June 30, 1970. The Spanish *State Gazette* of September 28 announced that the period of validity has been extended to December 31, 1970.

Tariff heading	Description	Duty
29.01-A 1	Butadiene	Nil
29.01-B 4	Ethylbenzene	9·5%
29.01-B 5	Styrene	Nil
29.04-B 2	Mono-propylene glycol	5·2%
29.08-D	Ethylene glycol	4·5
29.08-G	Dipropylene-glycol	13%
29.09-B	Propyleneoxide	13%
29.15-D 1	Dimethyl terphthalate	Nil
29.22-A 4	Hexamethylenediamine monomer adipate	Nil
29.27 B	Acrylonitrile (monomer)	Nil
29.35-G	Caprolactame	Nil
39.01-E 1	Hexamethylene-diamine adipate polymers	11·5
39.01-E 2	Other polyamides	11·5
39.01-G	Ethylene-glycol polyterphthalate	4·5
39.01-H	Liquid products of polyaddition alkyds oxides (other than polyethylene-glycols) excluding polyaddition-polycondensation products	Nil
39.02-C 1	Styrene polymers and copolymers, in form of liquid, paste, blocks, lumps, powders, granules, flakes and similar bulk forms	23·5%
39.02-G 1	Acrylonitrile copolymers	Nil
39.02-H 1	Polyvinyl-butyral and polyvinyl-formal	Nil

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas

THE Spanish global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrials against the following quota for 1970. Applications should be presented from October 1 to October 15.

Quota No.	Goods	Value of licences for which applications are invited (Pesetas)
57	Toys, games and articles for recreation	33,550,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

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ECONOMICAL RATES: Sea to Istanbul or Iskenderun. Hence by road or rail to Middle East destinations.
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8 MUNCHEN 75 ...... THALKIRCHNER STR. 124. Tel. 77 60 93.
2 HAMBURG 39 ...... BELLEVUE 56. P.O. Box 390 328. Tel. 27 92 055. Telex 21 57 22.
ISTANBUL ...... KARAKÖY. RIHTIM CAD 209. Tel. 44 66 24. 44 66 33.
ISKEMDERUM ...... TEMMUZ. CAD 21. Tel. 2378 2478.

IVORY COAST

New mercurial values

It has recently been reported that Ivory Coast Decree No. 70 293 of May 13, 1970 introduced the following 'mercurial value' for certain textiles:

Tariff No.	Description	Unit	Mercurial Value
56.07	Woven fabrics of man-made fibres, discontinuous:		
A	Woven fabrics of synthetic textile fibres:		
II	Others	Kg. net	1,350 francs (CFA)

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 408/423/288).

Cholera regulations

Travellers intending to visit the Ivory Coast are warned that they must have valid cholera vaccination certificates.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

MALI AND MAURITANIA

Cholera regulations

The Mali and Mauritanian health authorities have stated that visitors arriving in their countries from areas infected with cholera must have valid vaccination certificates.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

Protection of employment opportunities for Congolese

The Congolese Ministry of Social Affairs recently issued new regulations to control the number of ex-patriates who may be employed by companies established in the Congo.

Details of the new regulations may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

NIGER

Valuation of motor vehicles for duty purposes

It has been reported that the Niger Ministry of Finance has fixed a scale of values (covering the cost of transport insurance, etc.) which are to be added to the c.i.f. value (port of disembarkation) to determine the c.i.f. value (Niger-frontier) on which duty is assessed. The fixed scale is as follows:

	Francs (CFA)
(1) Vehicles landed at Abidjan	
(a) Coaches, vans, land-rovers	15,000
(b) Lorries and cars up to 3½ tons	20,000
(c) Other vehicles	25,000
(2) Vehicles landed at Cotonou or Lome	
(a) Coaches, vans, land-rovers	10,000
(b) Lorries and cars up to 3½ tons	15,000
(c) Other vehicles	20,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 408, 423, 288).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

Customs Tariff Application List No. 515, published in the *South African Government Gazette* of September 25, contains applications to the Board of Trade and Industries for increase in duty on:

1. Brassieres from 25 per cent *ad valorem* or 15c each (General) and 15 per cent *ad valorem* or 10c each (MFN) to 25 per cent *ad valorem* or 45c each (General) and 15 per cent *ad valorem* or 40c each (MFN).
2. Electrical terminal strips from 5 per cent *ad valorem* (General) and free of duty (United Kingdom) to 25 per cent *ad valorem* (General) and 20 per cent *ad valorem* (United Kingdom).
3. Electric motors, single-phase, from 1 h.p. to 2 h.p. (excluding motors marked or identifiable as flame-proof or explosion-proof, submersible motors, AC commutator motors, synchronous motors, repulsion induction motors, motors equipped with gearboxes, motors equipped with brakes or clutches and motors with adjustable speeds), from 5 per cent *ad valorem* (General) and free of duty (United Kingdom) to 30 per cent *ad valorem* (General) and 25 per cent *ad valorem* (United Kingdom).
4. Prepared or preserved tunny in airtight metal containers from 250c per 100 lb. (General) and 125c per 100 lb. (United Kingdom and Canada) to 20 per cent *ad valorem* (General) and 20 per cent *ad valorem* less 125c per 100 lb. (United Kingdom and Canada).

(Continued on next page)

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Please send___copies *"The Direct Route to the Arab Markets"*.
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Firm ________
Address ________
____
BOT

5. Trawl nets, drag nets and seine nets and netting suitable for such nets, and other nets and netting (excluding lobster nets), classifiable under tariff sub-headings 59.05.10 and 59.05.90 from existing rates of duty to 25 per cent *ad valorem*.

There are also requests for provision for rebate of duty on:

1. Fresh, chilled or frozen tunny for canning.
2. Profile shapes of polyvinyl chloride for the manufacture of plastic window frames.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff changes

THE FOLLOWING changes in the South African Customs Tariff are notified in the *Government Gazette* of September 11.

Notice No. R.1494: Provision is made with restropective effect to May 15, for a rebate of duty on universal plate, plates, sheets, hoop and strip of stainless steel, of a thickness of less than 1.22 mm., whether or not in coils, in such quantities and at such times as the Secretary for Industries may allow by specific permit (Item 460.12/73.15 (1) and (2)).

Notice No. R.1491: Note 1 (R) to Section XVI is amended to make it clear that cranes mounted on a motor vehicle type chassis are classified in Section XVII.

Item 87.03: is amended to make specific provision for cranes mounted on a motor vehicle type chassis.

Notice No. R.1492: A note is inserted under Section XVI to make it clear that subject to any conditions the Secretary may impose an unassembled or disassembled machine imported in more than one consignment is classified as a complete machine.

Notice No. R.1493: The provision for a rebate of duty on stainless steel of a thickness of less than 1.22 mm. for general industrial purposes is withdrawn with restrospective effect to May 15, 1970.

Inquiries should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

CAMEROON

Cholera regulations

THE CAMEROON health authorities have stated that travellers arriving in Cameroon must produce valid cholera vaccination certificates. In addition, individuals travelling from infected areas will be submitted to examination on arrival.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

SAUDI ARABIA

Income tax

THE PERSONAL TAX rates shown in the *Board of Trade Journal* on September 30, 1970 are those levied on non-Saudis only.

Saudi Arabian individuals and companies are subject to a new 'Jihad (Holy War) Tax' starting at 1 per cent on income over SR 12,000 p.a. and rising to 5 per cent on income over SR 48,000 p.a.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

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Telephone: 01-236 5050.
Telex: Transport Ldn 887282/3

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IRAN

Tariff amendments

THE IRANIAN Ministry of Economy has announced that the importation of deep well suction and seamless pipes does not need the prior approval of the Ministry, provided the order has been registered under the tariff for pipes. For such pipes ordered under Tariff No. 827 B2, however, the approval of the Ministry is necessary.

It is also announced that orders for goods under Tariff No. 712 require the approval of the Ministry.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

PAKISTAN

Bonus on foreign exchange for tourists

THE PAKISTAN GOVERNMENT has decided to allow bonus at 45 per cent on foreign exchange encashed by foreign tourists in Pakistan. A foreign tourist for the purpose of this facility would mean a foreign visitor whose stay did not exceed six months in the country and the purpose of whose journey was not to undertake a gainful employment. It is understood that foreign business visitors would not be deemed to be gainfully employed in Pakistan.

The following kinds of foreign exchange receipts will be treated as tourists' receipts and will qualify for bonus at 45 per cent:

> Foreign exchange brought in by the foreign tourist in the shape of foreign currency notes, travellers' cheques, letters of credit, bank drafts, TTs or MTs or personal cheques, and international credit cards.

The facility of conversion of tourists' receipts at the bonus rate will be available only at the banks, who are authorized to deal in foreign exchange and at the hotels holding Authorized Money Changers licences from the State Bank of Pakistan.

At the same time, the existing limit of Rs 50 per person up to which Exchange Booths of Authorized Dealers at the airports can reconvert into foreign exchange the unspent Pakistan rupees left with foreign tourists, under the permission given to them, is raised to Rs 150 per person. Reconversion of amounts in excess of Rs 150 will be subject to the prior approval of the State Bank.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278), quoting Ref. No. CRE 21099/G.

CEYLON

Import control

CEYLON IMPORT CONTROL NOTICE No. 21/70 contains an additional list of drugs that may be imported on licences issued under Quota Item No. D.1 Western Drugs.

The list may be seen at Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472 and 473).

THE PATENT OFFICE

In addition to handling some 82.000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases. *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

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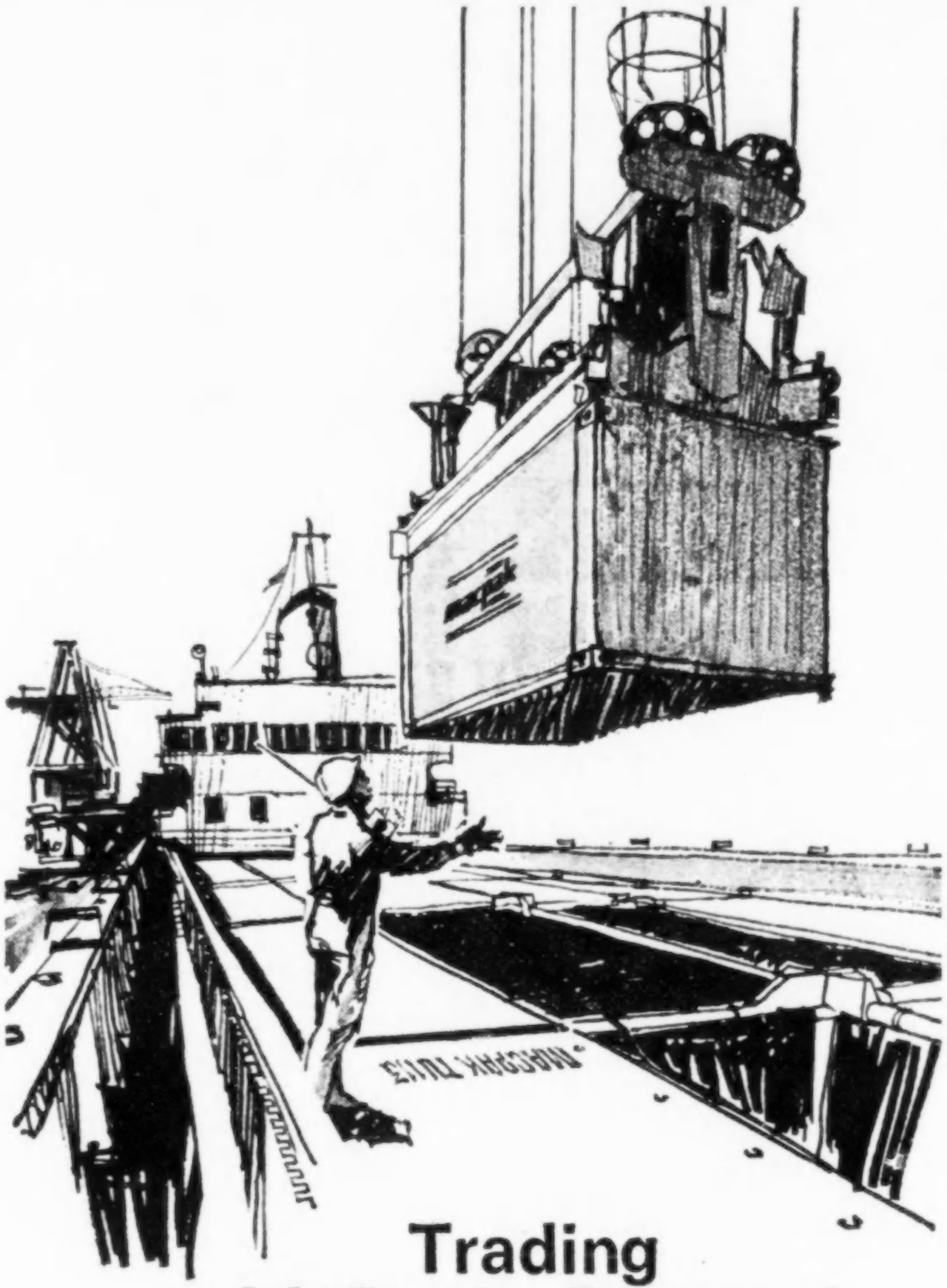

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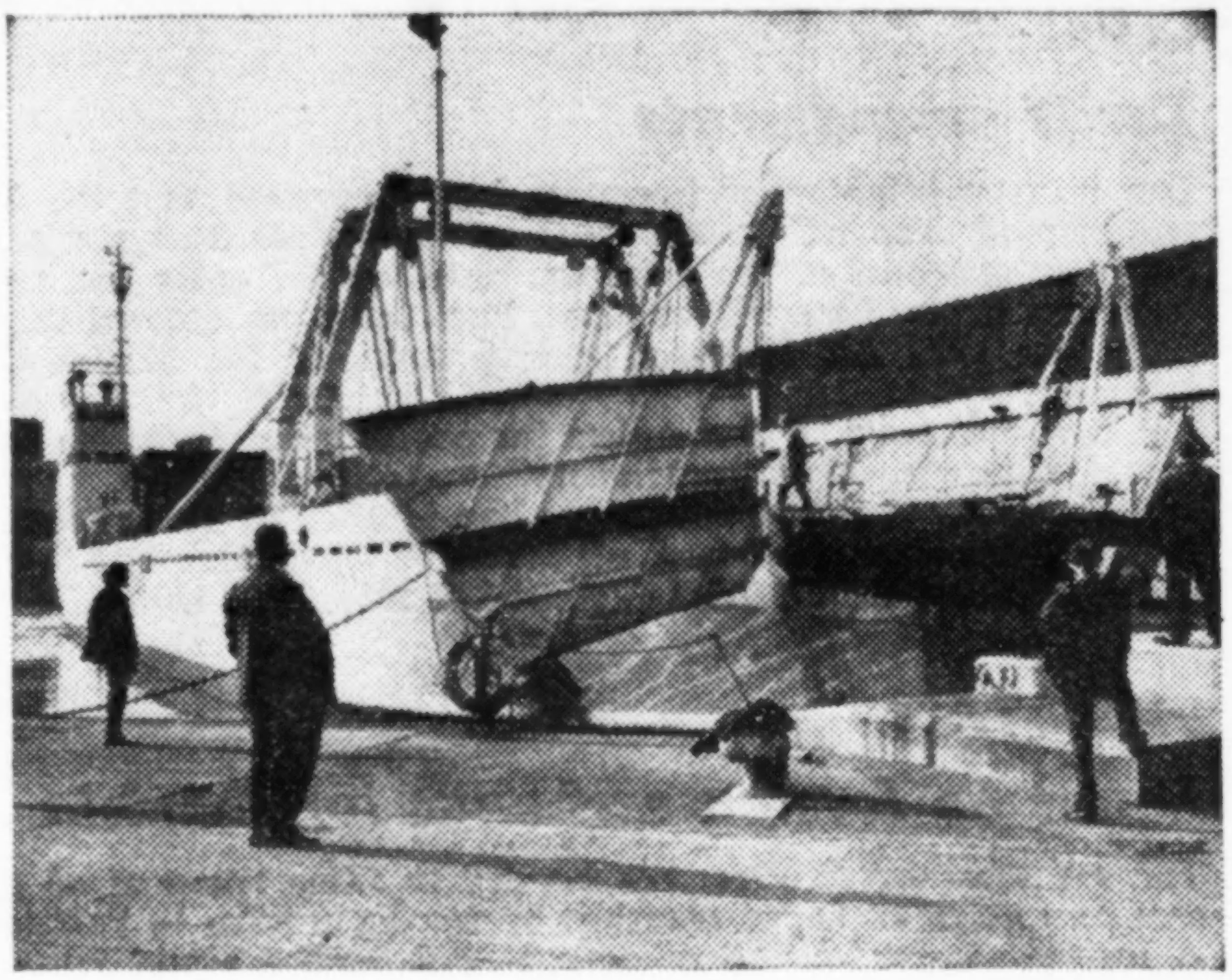

Pictured here at Manchester Docks is the novel bow-loading roll-on, roll-off heavy lift vessel 'Lady Sophie' 396 nrt owned by Van Der Laan Shipping and Trading Company (Antilles) Inc. She will be spending some of her time in Manchester at the Port's roll-on, roll-off berth at No. 3 Dock, Pomona, where she will be loading a 207-ton generator inner stator for Sydney, Australia, and a 223-ton electrical generator for Keelung, Taiwan. Other large items of cargo are being handled by the Port's 120-ton and 250-ton floating cranes.

EQUATORIAL GUINEA

Cholera regulations

THE GOVERNMENT of Equatorial Guinea has announced that unti further notice all visitors must produce valid international certificates of vaccination against cholera on arrival.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2334).

NEW ZEALAND

Tariff and Development Board reports

COPIES OF THE following New Zealand Tariff and Development Board reports have been received and are available from the Commercial Relations and Exports Department Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
38.07.09 Ex 29.05.09	Pine oil Terpineol
38.16.00	Prepared culture media for development of micro-organisms
73.28.00 74.12.00 76.14.00	Expanded metal, of iron or steel Expanded metal, of copper Expanded metal, of aluminium

Emergency Protection Authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
84.65.01	Grease nipples

Delays in the receipt of shipping documents

THE BRITISH High Commission in Wellington have been approached by the New Zealand Customs Department expressing their own and New Zealand importers' concern about the difficulties the latter have experienced in taking advantage of the Department's pre-check system (in respect of Customs entries for imports), because of the delay that exists in the receipt of the necessary shipping documents from the United Kingdom.

We would, therefore, like to remind United Kingdom exporters that the late arrival of documents denies to importers the advantages which they should be obtaining from the pre-check system, under which Customs entries may be lodged with the basic documents prior to the actual arrival of the cargo concerned. It also involves both importers and New Zealand Customs in unnecessary and costly delays in the clearance and delivery of their cargo and can cause loss of goodwill toward the exporter.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 27592/G.

Emergency protection authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both be taken in respect of the following goods:

Stainless Steel Woven Wire Cloth of 0-17½ SWG.

Sheets and Plates of Iron or Steel, less than 3mm in thickness; not plated, coated or clad, perforated but not further worked.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below:

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 73.27.05	Cwt.	15%†	25%†	30%†
Ex 73.27.09	Cwt.	Free	10%	12½%
73.13.32	Cwt.	Free	7½%	25%

† Or such lower rate of duty as the Minister may in any case direct

The Emergency Protection Authority is required to report to the Minister by October 28, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British Trade Association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 835/69 or CRE 850/69 respectively.

AUSTRALIA

Tariff Board Inquiry on electric cable

A NOTICE was published in the *Board of Trade Journal* dated May 27, 1970, to the effect that electric cable exceeding 33,000 volts had been referred to the Australian Tariff Board for inquiry and report.

We have now been informed by the British High Commission in Canberra that this inquiry will not now take place and no further action is required of interested parties.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. 921/70.

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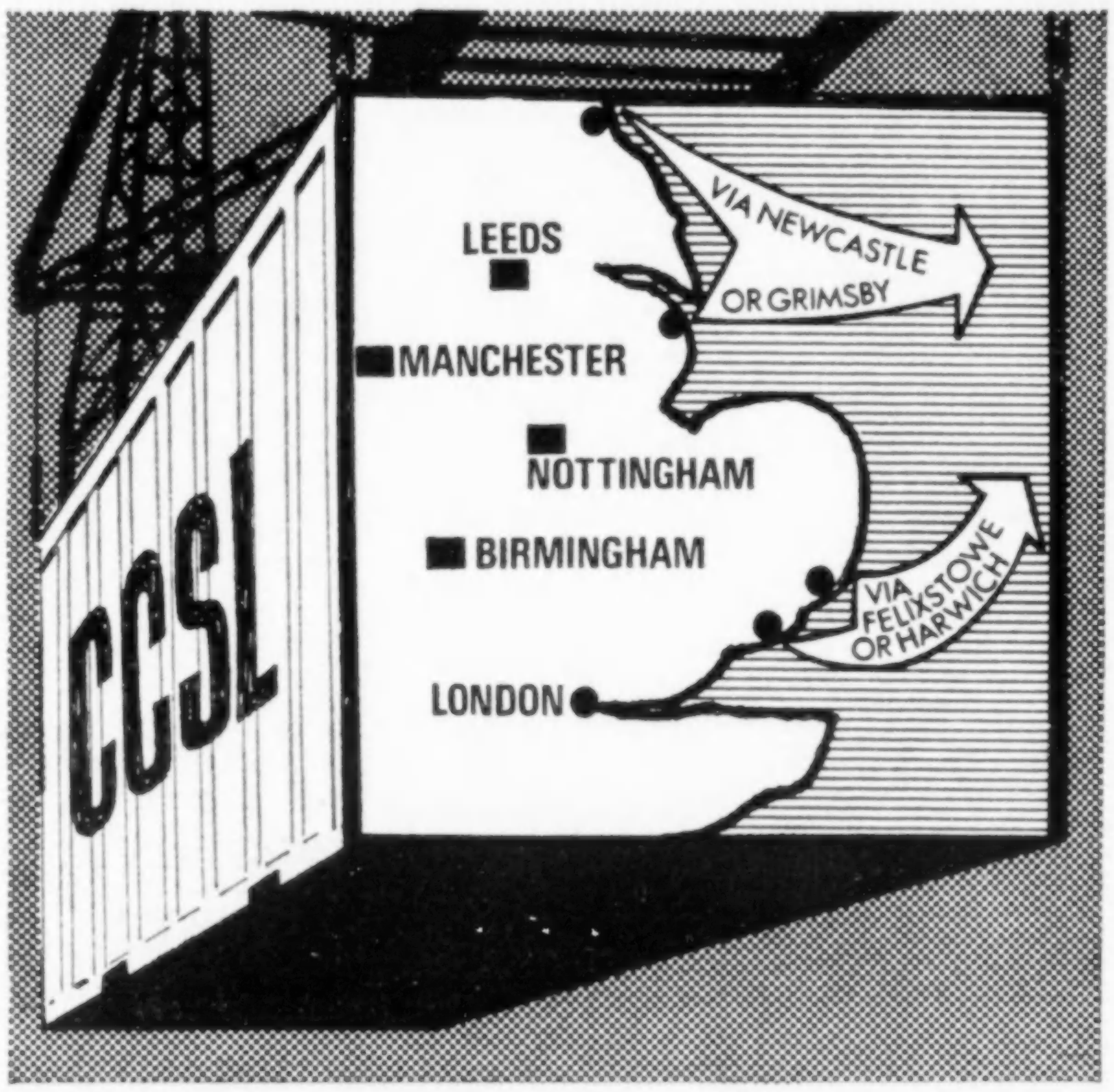

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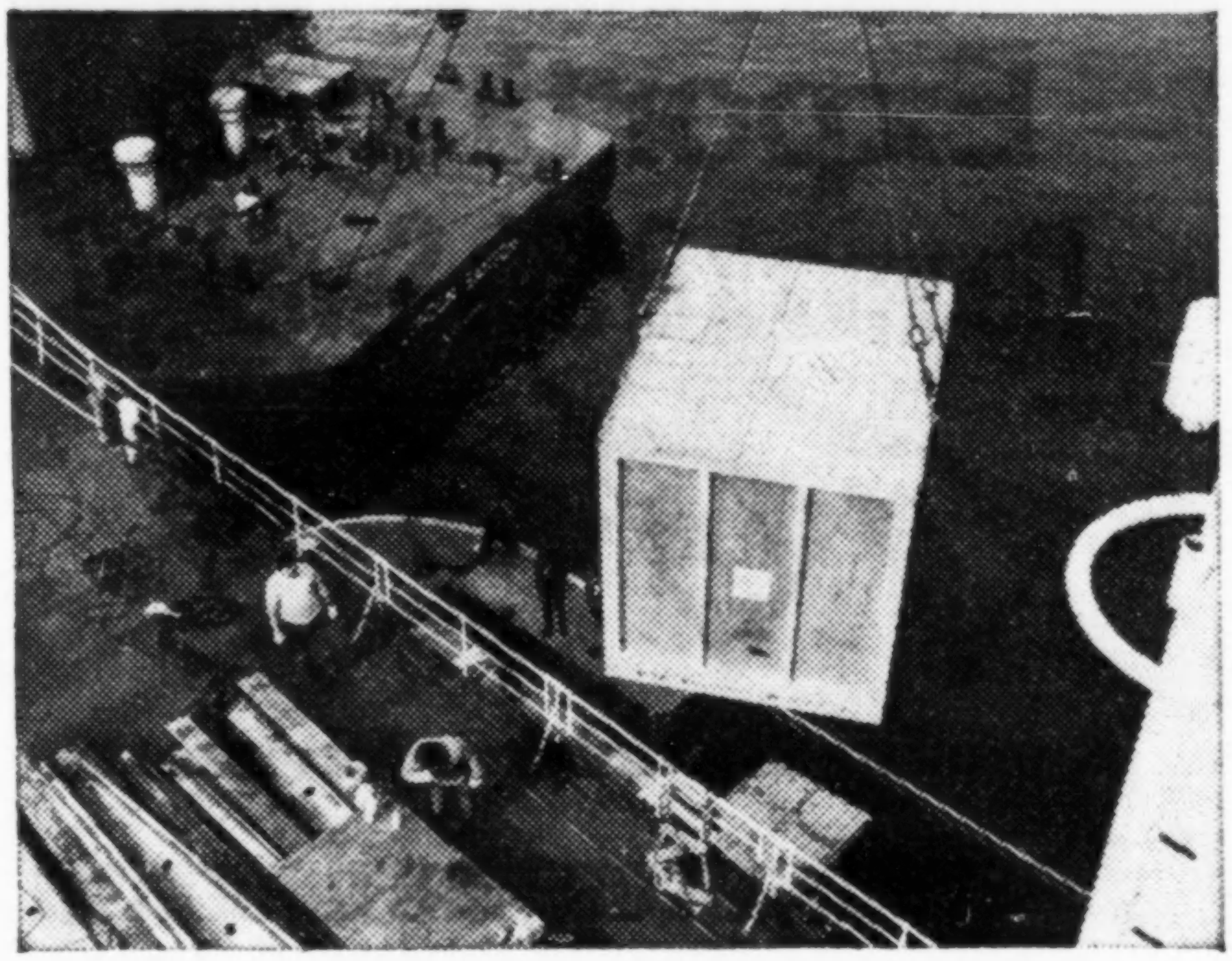

Exhibits for the British Industrial Exhibition, to be held in Buenos Aires, Argentina from November 5-15, this year being loaded aboard the 13,290 ton mv 'Oswestry Grange' at the Royal Victoria Docks. These exhibits are part of the mammoth display which will be put on by the 332 companies taking part in this event – the largest single British overseas exhibition to be mounted this year. The British Industrial Exhibition is sponsored by BNEC Latin America and is organized with the support of the Board of Trade by Industrial and Trade Fairs International Ltd.

PERU

Caustic soda ban lifted

SUPREME DECREE No. 010.70.IC, of September 16, 1970 lifts the prohibition on the importation of sodium hydroxide (Tariff No. 28.17.0.01). This relaxation is only temporary and imports will have to be approved by the Peruvian Ministry of Industry and Commerce.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

COLOMBIA

Prior deposit lowered on wire rod of high carbon steel

RESOLUTION No. 40 of June 10, 1970, of the Colombian Monetary Board, lowers the rate of prior deposits to 10 per cent on wire rod of high carbon steel (Tariff No. 73.15.G).

Inquiries about this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, 35 Old Bailey, London, EC4M 7HU (Tel: 01-248 5757, Ext 474 or 476).

BERMUDA

Customs tariff and trade classification list 1970

THE NEW COMBINED Customs Tariff and Trade Classification List 1970 for Bermuda, which came into effect on August 1, 1970 has now been received by the Board of Trade.

Anyone wishing to obtain any information from the tariff list should contact the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455/6/7), who will be please to answer any queries.

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* makes the following goods subject to import licensing until the dates shown:

Tariff No.	Description
	November 9, 1970
56.02 A 007	Acetate tow ('mechas') for the manufacture of cigarette filters
Import licences are not required for imports from other members of LAFTA	
	February 15, 1971
13.03 A 021	Anionic derivatives of guar gum
27.11 A 006	Mixtures of hydrocarbons from C3 to C4, purified or deodorized, even when they contain pentane
29.04 A 027	Trimethyl nonyl alcohol
29.04 F 007	2, 2-Bis-(chloromethyl)-1, 3-propanediol
29.44 A 115	Cephalexine
38.11 A 182	Preparations based on methylarsine bis (dimethyldithiocarbonate)
38.19 A 144	Mixture based on two or more silicates
38.19 A 145	Mixtures of chlorated diphenge and trichlorobenzene even when they contain tetrachlorobenzene
48.01 A 040	Paper with or without watermark, for printing banknotes, when imported by the Bank of Mexico, S.A.
70.13 A 999	Other glassware, of a kind used for table, kitchen, toilet or office purposes, for interior decoration, or for similar uses
82.03 A 046	File blanks, neither sharpened or hardened
84.52 C 003	Cash registers with ten or more totalling mechanisms
84.55 B 013	Aligners for continuous forms
84.63 C 021	Gears recognizable as designed exclusively for transmitting the movement of the crankshaft, camshaft or the ignition system in the motor vehicles of heading 87.02 and 87.03
91.11 A 004	Clock and watch parts weighing up to three grammes per unit
	August 9, 1971
29.42 A 092	Caffeine citrate

The Mexican *Diario Oficial* of August 10, 1970, extends until August 9, 1973, the period during which the following goods will be subject to import licensing:

Tariff No.	Description
29.35 C 062	Mercaptobenzothiazol
29.35 C 143	Mercaptobenzothiazol zinc salt
29.35 C 144	Dibenzothiazol disulphide

Inquiries relating to this notice should be addressed to the Board of Trade, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Import licensing amendments

IMPORTS INTO Mexico of the following goods has been made subject to licence, until the dates indicated:

Tariff No.	Description
	Until August 30, 1971
84.59 K 003	Machines for making sugar-coated pills, intended exclusively for the pharmaceutical industry
	Until September 1, 1971
15.07 A 010	Castor oil
29.44 A 013	Penicillin
29.44 A 045	Chloramphenicol palmitate
29.44 A 084	Erythromycin phthalate
29.44 A 085	Choramphenicol acid monosuccinate
	Until September 1, 1973
28.20 A 002	Aluminium hydroxide
90.16 A 017	Drawing apparatus with a system of joined parallelograms or of rails and sliding carriages
90.16 C 999	Parts and components for drawing machines and universal squares
	Until September 4, 1971
98.10 B 999	Spare parts for mechanical and similar lighters
	Until September 4, 1971
29.15 D 001	Maleic anhydride
30.02 A 025	Tetanic and diphtheritic toxoid with aluminium hydroxide
30.02 A 026	Tetanic toxoid

The import licence requirement for the following item has been extended until February 3, 1974:

Tariff No.	Description
23.01 A 001	Flours of fish, crustaceans and molluscs, unfit for human consumption

Inquiries relating to this notice should be addressed to the Board of Trade, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

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Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

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ARGENTINA

Duty exemptions for iron and steel industry

ARGENTINA DECREE 910 of September 2, 1970 provides for exemption from duty on imports for use in the iron and steel industry, subject in each case to authorization from the Ministry of State for Industry and Internal Commerce. The exemption may apply to machines, apparatus, instruments and their separate parts and pieces, combustibles, raw materials and other goods, not available locally or which are imported in the interest of quality, quantity or economy.

Unofficial translations o f the relevant legislation may be obtained from Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

Imports of used goods prohibited

IMPORTATION into Argentina of a wide range of used goods is prohibited for one year from September 10, 1970. The following goods are affected:

Tariff Number	Description
Chapter 60	Knitted and crocheted goods
Chapter 61	Articles of apparel and clothing accessories of textile fabric, other than knitted or crocheted goods
Chapter 62	Other made up textile articles
Chapter 63	Old clothing and other textile articles; rags
Chapter 8'	Boilers, machinery and mechanical appliances; parts thereof
Chapter 85	Electrical machinery and equipment; parts thereof
Chapter 84	Railway and tramway locomotives, rolling-stock and parts thereof; railway and tramway track fixtures and fittings; traffic signalling equipment of all kinds (not electrically powered)
Chapter 87	Vehicles, other than railway or tramway rolling-stock, and parts thereof
Chapter 90	Optical, photographic, cinematographic, measuring, checking, precision, medical and surgical instruments and apparatus; parts thereof

Exemption from the prohibition may be granted by the Ministry of State for Industry and Internal Commerce in cases where the following conditions are fulfilled:

1. The imported goods are not substitutes for any of those which the national industry supplies satisfactorily;
2. The goods are in a good state of preservation and their characteristics respond to an appropriate technology for the industrial process for which they are intended;
3. The importer is a direct user.

An unofficial translation of the relevant decree may be obtained from Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

BOLIVIA

Duty rates changed on zip fasteners

SUPREME DECREE No. 09301 of July 9, 1970 lowers the rates of duty on raw materials for zip fasteners, and raises the rates of duty on finished zip fasteners. This is because the first local factory for the manufacture of zip fasteners was recently opened. The changes are as follows:

Brussel's Tariff No.	Description	Duty *ad val.* Cif	Additional Tax *ad val.* Cif
74.04	Plate, sheet and strip copper of thickness greater than 0·15 mm.		
1	Non-alloyed copper	4%	18%
2	Alloyed cooper		
† 2.01	With tin	4%	18%
2.02	With tin for industrial use authorized by the Ministry of Finance	Free	4%
2.03	With brass or bronze	4%	18%
2.04	Other copper alloys	4%	18%
76.04	Aluminium foil and strips (including cut, perforated, veneered, printed or with paper cardboard, plastic or similar backing) of 0·15 mm. thickness or less:		
1	Without backing	10%	18%
† 2	For industrial use authorized by the Ministry of Finance	Free	4%
3	With backing	10%	18%
† 4	For use in cigarette manufa ture imported by the relevant national firms	Free	18%
98.02	Zip fasteners and their parts (runners)		
1	Automatic zip	10%	18%
		+ 15 pesos per kilo legal wt	
2	Parts (runners)	10%	18%
		+ 1 peso per kilo legal wt.	

† = Exempt from 1 per cent *ad valorem* cif Development of the North East tax. All items subject to additional 10 per cent surcharge

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

CHILE

Import duty amendments

A NOTICE showing recent amendments to the Chilean Import Tariff appeared in the *Board of Trade Journal* on September 30.

Firms requiring further information about this notice should specify the goods in which they are interested, and address their inquiries to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

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UNITED STATES

Labelling and advertising of distilled spirits

THE *Board of Trade Journal* of April 8, 1970, gave notice of a proposed revision of the regulations governing the labelling and advertising of distilled spirits in the United States. These proposed regulations were then withdrawn and superseded by a new set of proposed regulations (see *Board of Trade Journal* of July 22, 1970, and Export Intelligence Service card of July 24, 1970).

Public comment was invited on these proposals, but no comments were received and now these regulations have been adopted with effect from November 1, 1970.

Further details of these new regulations may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House-35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455/6/7). (Reference FR17.9.70).

Motor vehicle safety standard—rear underride protection

THE *Board of Trade Journal* of September 16, 1970 gave notice of a proposed United States motor vehicle safety standard on 'rear underride protection' on trailers and tractors.

The National Highway Safety Bureau has extended the date for filing comments to October 21, 1970.

Further details may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) reference FR 22.9.70.

Federal hazardous substance act

THE *Board of Trade Journal* of September 2, 1970 gave notice of proposed amendments to the hazardous substances regulations.

The Commissioner of Food and Drugs has now extended the time for filing comments to October 17, 1970.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) reference FR 25.9.70.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 – Telex EconPlan 55472 – message to be prefixed for COI).

NORTH MIDLAND: Vacant, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

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